

# CHEMIST & DRUGGIST

INCORPORATING RETAIL CHEMIST

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Home brews  
SPECIAL SECTION

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Boots' sales  
top £1,000m

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Effects of VAT  
changes: 'tell  
public' plea  
to Chancellor

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Guild brings  
forward closed  
shop survey

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Mrs Oppenheim  
support for  
retailers

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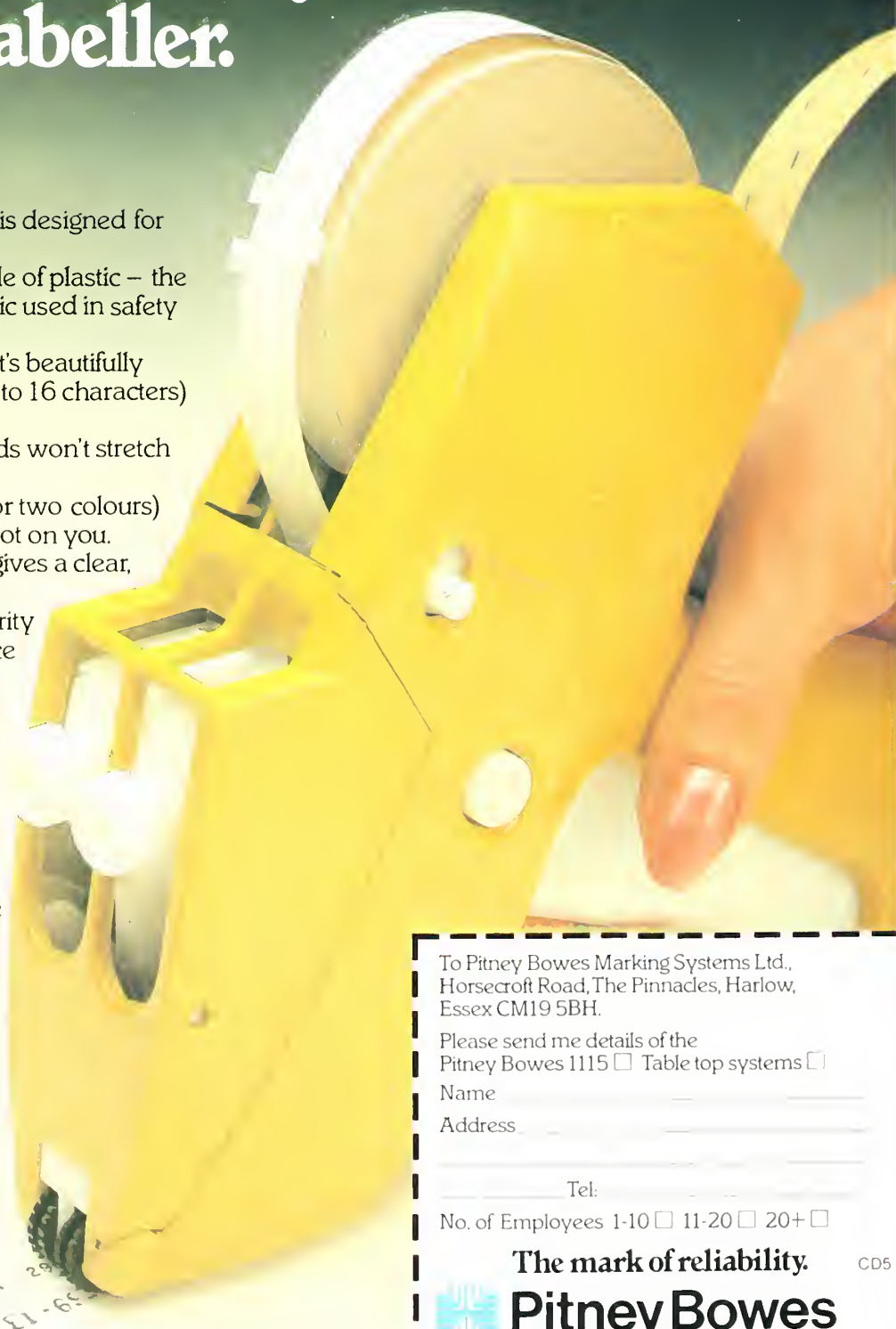
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### Incorporating Retail Chemist

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2 June 1979

## Well needed support

Retailers will welcome the comments of the new Minister for Consumer Affairs, Mrs Sally Oppenheim (p 816) concerning the need for a healthy and competitive trade and clarity in legislation. They will particularly agree with the statement that "shopkeepers have chosen to spend their lives running shops, not being part-time lawyers and accountants. The more legislation, the more likely small businesses were to throw up their hands and say 'It is not worth my while to go on.'"

The occasion was Mrs Oppenheim's first speaking engagement in the UK as Minister for Consumer Affairs, which hopefully reveals the importance she attaches to the retail sector. Many of her words of support can easily be applied to retail pharmacies, most of which are also small traders. It seems therefore that the Government is doubly committed to helping pharmacies (in a pre-election statement the Tories said they would pay very serious attention to the findings of the assessment panel)—a very encouraging sign! Perhaps Mrs Oppenheim can bring some influence to bear on the Chancellor with regard to chemists and the Budget.

Mrs Oppenheim concluded with an appeal. "We in Government will do our part in providing continuity and clarity, we ask you in the distribution industries to ensure that the intentions of the legislation are carried out."

We would however point out to Mrs Oppenheim that the vast majority of retailers have been doing (at great expense and time consumption) what she asks—ensuring the intentions of legislation are carried out. They will now be looking to her to fulfill her part. If her intentions become realities, retailers have a bright future in store. Meanwhile...?

## C & D Directory 1979

Last year's *Chemist & Druggist Directory* was a sell-out within days of copies being received from the printers, and orders in hand have assured the 1979 edition a similar success. As a result, an additional print-run has been ordered to avoid once again having to disappoint customers and these copies should be available in a few weeks' time. The format and general style have been retained from the previous edition.

Summaries of the Statutory Instruments implementing Part III of the Medicines Act (issued as a supplement to the Directory last year) have been up-dated in the light of subsequent amending legislation and incorporated in the body of the text, together with details of other recent legislation under the Act.

A major review of the Tablet and Capsule Identification Guide has been carried out since the last edition, in addition to the regular annual up-dating to incorporate products recently brought on to the market. All other sections of the Directory have also been revised, including the Buyers' Guide, lists of professional, Government and NHS organisations, and the forensic and general information chapters. In particular, the list of hospital pharmacists has been made more comprehensive by including a number of additional major hospitals.

Copies of the 1979 Directory may be ordered from Benn Publications Ltd, Sovereign Way, Tonbridge, Kent TN9 1RW, price £18 post free (£15 to C&D subscribers).

# Consumer Minister backs retailers

Support for retailers, particularly small shopkeepers, was expressed by the new Minister for Consumer Affairs, Mrs Sally Oppenheim, last week. Speaking at an Industrial Society meeting in London, she explained the thinking behind current legislation and the future implications for the retailer.

She pointed out that retailing was at the forefront of consumer protection, suffering the complaints of shoppers but only rarely their applause; tolerating the burdens of Government but infrequently its congratulations. Listing some of the virtues of retailing, she said she regarded a healthy and competitive trade as fundamental to national prosperity and to consumer choice.

Turning to the spread of superstores she quoted surveys that found them selling at prices 5 to 15 per cent below those charged elsewhere. "But they do not pretend to offer the same kind of personal attention or service which a smaller local shop can provide and which many shoppers positively prefer. I see a role for both kinds of retailer . . . and I certainly support the small shopkeeper and recognise his importance to shoppers who are less mobile and therefore dependent on local facilities," she said.

## Competition

Stating her firm belief that prices have been held down in recent years more by competition than by price controls, she said the Government intends to promote competition and the power of the consumer through the purse. Any entrant to the retailing sector could be forgiven for concluding that it is a "much legislated" section of the economy, she said. The consumer protection legislation provided the basic framework in which fair trade could flourish. It tried to establish certain minimum standards expected of fair trading. "But the strength of competition is such that these standards are invariably exceeded by the majority of traders, including retailers."

That raised the question of whether it was necessary to have so much legislation affecting the retail sector or whether it would be sufficient to rely on competition to regulate the market, she said. "But I am also quite clear in my own mind that much of the legislation benefited reputable retailers as well as consumers." She totally rejected the view that traders were on one side and consumers on the other and said her Government's approach to legislation depended on balances.

On the balance between consumer and trader, she believed the consumer had more common sense than many people gave credit for; at the same time she did not believe that it was acceptable to rely

on the concept of "caveat emptor". The principle of legislation should therefore be to help the shopper to make sensible decisions by providing information which was not misleading. She said shopkeepers have chosen to spend their lives running shops, not being part-time lawyers and accountants. The more legislation, the more likely small businesses were to throw up their hands and say "It is not worth my while to go on". The loss of such small shops would lead to a reduction in competition and the consumer would suffer.

## Help from legislation

On the balance between imposing burdens on reputable traders and restricting their not so scrupulous competitors, she pointed out that the "rogues" often did not subscribe to voluntary codes and were not bound by them. "Legislation to deal with them becomes inevitable".

In the balance between the powerful and the not so powerful traders, some of the recent sales of goods legislation had been of some help to the weaker parties enabling them to challenge unfair contract terms which might lead to restrictive marketing practices, which did not go hand-in-hand with a free market or healthy competition, she said. Proposals for strengthening the OFT and the MMC will go further to attack anti-competitive practices and to ensure the proper operation of the market.

None would be easy to achieve, but they were important guiding principles against which future regulations would be tested.

Other principles characterising her Government's approach to legislation included continuity—changes of policy

created uncertainty and confusion for retailers and consumer alike. She hoped there may be scope for reducing the complexity of legal language, particularly in some aspects of the sale of goods legislation, which the Law Commission has been asked to review.

Mrs Oppenheim concluded with an appeal. "We in Government will do our part in providing continuity and clarity, we ask you in the distribution industries to ensure that the intentions of the legislation are carried out."

## Strike stops Roche chemicals plant

An unofficial strike has stopped production at Roche Products Ltd's plant in Dalry, Ayrshire.

Some 270 of the 550 employees involved are all members of the Union of Shop, Distributive and Allied Workers who are objecting to pay adjustments made in relation to certain organisational changes. The plant manufactures bulk supplies of vitamins B<sub>1</sub> and B<sub>2</sub> and various speciality organic chemicals. A company spokesman told C&D that there should be no immediate supply problems as materials are available from other distribution centres and it would "take a long time" before tablet manufacture was affected.

## Risk warning on 'pill' leaflets

Schering Chemicals Ltd are now enclosing warnings of the "pill's" health risks in their packs of oral contraceptives.

Their information leaflet to patients explains how the "pill" should be taken, how it works, contra-indications and the problems that can occur, including a warning about the risk of thrombosis particularly in older women who also smoke.

It is expected that other oral contraceptive manufacturers will follow suit.

Scottish Colorfoto Ltd of Alexandria have won the first "Top of the month" certificate in the 1979 Kodak Quality Award scheme for independent photo finishers. From left Mr Jeff Cooke, Kodak technical sales representative shows the certificate to quality control supervisor, Tom Ormiston and Teresa McBean of Scottish Colorfoto





# NPA plea to Chancellor on VAT

The National Pharmaceutical Association's secretary, Mr J. Wright, has issued a Budget plea to the Chancellor on behalf of retail chemists. Mr Wright's letter to Sir Geoffrey Howe asks for a return to a single positive rate of VAT. "The arguments in favour of this have been very well aired and we know that such a move has long been Conservative party policy. The sooner it takes place, the better," it says.

"Secondly, if as seems likely, the overall rate of VAT goes up, please would you make a point of explaining in your Budget speech and associated interviews that such an increase has effect even on stock-in-hand. I realise that it is open to any retailer to absorb the increase himself for a while. But there is a difference here between VAT and purchase tax and I do think it would be fair on retailers if you were to warn the public that goods in shops are likely to go up from the date of the VAT increase."

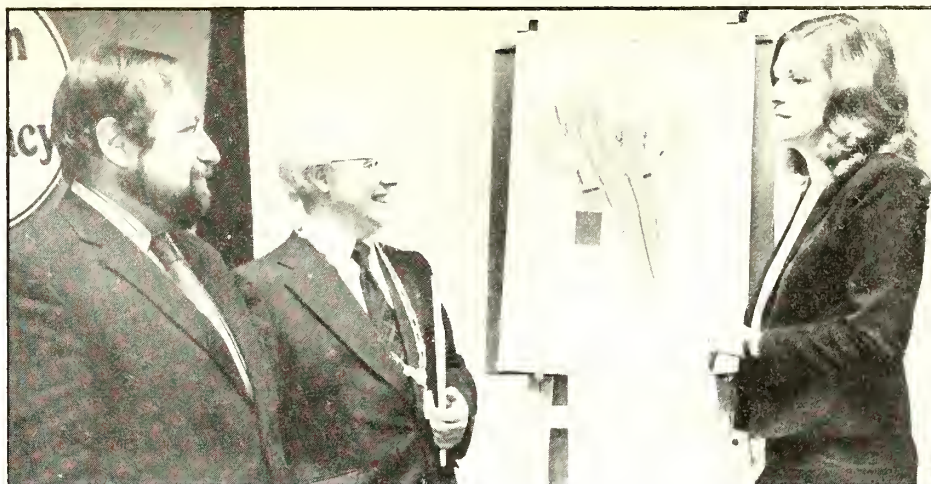
## Antibiotics policy cuts hospital costs

Restricting the antibiotics used in some Norfolk hospitals cut costs by almost £6,000, according to an article in last week's *British Medical Journal*.

During 1977 and 1978 a rigid policy was adopted at the King's Lynn Health District hospitals in which six antibiotics—ampicillin, cloxacillin, cephradine, penicillin, erythromycin and oxytetracycline—accounted for 98 per cent of the antibiotics consumed. When an "un-approved" agent was prescribed or a listed agent was ordered for an apparently inappropriate condition the prescription was questioned. Usually such prescriptions were amended after discussion between the clinician and a pharmacist; a few were amended after discussion with a microbiologist.

The total inflation-adjusted cost of the antibiotics fell from £16,361 in 1976 to £10,448 in 1978 for three main reasons—antibiotic consumption dropped, several of the drugs used were selected because they were cheaper than comparable analogues, and expensive aminoglycosides such as gentamicin were reserved for occasional cases of sepsis.

According to the consultant microbiologist, Dr R. W. Lacey, an important aim of the policy was to preserve bacterial sensitivity to gentamicin by carefully controlling its use. This was achieved partly because it was not used topically and partly because it was used only when none of the other approved antibiotics were suitable.



Barry Silverman and Tom Castledine, president of the National Association of Co-op Superintendent Chemists, pick up some tips on high fashion from Katrina Brandon, northern editor of *Vogue* magazine who was a guest speaker at the seminar

## Co-ops must fight for market share

In the past five years, over 2,000 chemists have closed. That point was used by Co-operative Wholesale Society food division marketing manager Barry Silverman, to illustrate both the opportunities and problems of selling in pharmacy. Mr Silverman was addressing thirty six Co-op pharmacist superintendents and pharmacists from thirty six Co-operative retail societies scattered throughout the UK and from as far away as Belfast.

In this depressed market Mr Silverman said that the Co-op would have to fight hard to increase its share of the toiletries and cosmetics trade. Although pharmacy profit contribution as a proportion of

turnover was in excess of many other Co-op trades in 1978, new opportunities needed to be explored in the future, particularly in the markets affecting the elderly and the young, he said.

Manufacturers' audio visual presentations supported the seminar theme of "fashion in pharmacy" and highlighted current trends within markets and latest product launches.

## Temgesic for GPs

Temgesic injection is now available for use in general practice, according to Reckitt & Colman pharmaceutical division. Temgesic (buprenorphine) is a potent analgesic with an extended action (*C&D* February 4, 1978) and is available in 1ml and 2ml ampoules (0.3mg per ml).

## Prostacyclin in arteriosclerosis

The first clinical use of prostacyclin in the treatment of advanced arteriosclerosis has been reported from Poland. Prostacyclin is a naturally-occurring anti-thrombotic hormone (formerly known as prostaglandin  $I_2$ ) which is now known to be generated by blood vessel cell walls as the mechanism by which blood platelets are prevented from sticking to the walls. When the arterial wall is damaged, it is believed, the production of prostacyclin in the superficial layers is interrupted and platelets aggregate on contact with endothelium.

A similar interruption occurs when atherosclerotic "plaque" forms on the arterial wall, and again platelet clots are able to form. Patients with this condition in the lower limbs suffer severe pain, may have leg ulcers and are unable to walk far. There is always a danger that the thrombi may break away, resulting in stroke or myocardial infarction.

The clinical trial now reported in the *Lancet* is based on the hypothesis—confirmed in animal work—that administration of exogenous prostacyclin could clean arterial walls of platelet aggregates and promote healing. Since the hormone has a half-life of only 2-3 minutes in solution, it was administered by intra-

venous infusion over 72 hours. The synthetic prostacyclin was provided by the Wellcome Research Laboratories, whose scientists were responsible in 1976 for its discovery.

Within two days after infusion, rest pain disappeared in all patients and did not re-appear throughout the whole observation period. At the same time, the walking distance of all patients, three of whom could not walk at all before treatment, improved considerably. Although no further pharmacological treatment was used after the infusion, there was also a remarkable healing of lesions. In three of the five patients complete regression of necrosis and healing of the ulcers occurred within two months. In the other two considerable improvement was observed. However, the anatomical lesions in the major arteries remained unchanged. No difference was observed between initial angiograms and those repeated a few weeks after prostacyclin therapy.

The Polish scientists believe that prostacyclin therapy opens a new era in the pharmacological treatment of advanced arteriosclerosis obliterans, though Wellcome stress that they are not yet near to having a commercially-available product.



# Guild speeds up check on 'closed shop' views

The Guild of Hospital Pharmacists' Council has brought forward plans to determine members' views on a union closed shop in hospital pharmacy.

There was to be a postal ballot in January 1980 at the same time as the council elections, but the council decided at its meeting on May 23 to deal with the matter immediately. Council's district members will find out Guild members' views and will report back to a subsequent council meeting. Council confirmed that it had no policy regarding the question of a closed shop and that the proposed action was a response to a resolution passed at the branch delegates meeting in February, asking council to determine members' views on the issue.

## Clearing the air

A council spokesman told *C&D* that the plans had been brought forward to "clear the air and settle the matter." Several members had thought council was trying to impose a closed shop policy rather than just ascertain members' views for or against. District members will decide themselves how to collect these opinions, whether by mailings, local meetings, etc, and it is unlikely that they will be able to report back before the September council meeting.

Council agreed there was an urgent need to improve recruitment of basic grade pharmacists. The shortage was particularly acute in the London area where several vacancies existed. It was agreed that a claim to remove the lower two points on the basic grade scale should be included in the current pay negotiations in an attempt to improve the situation.

## Salary claim held up

Donna Haber, ASTMS divisional officer, told the meeting that the 1979 pay settlement had been delayed by the scientific civil service's lack of progress in reaching their own agreement. However an agreement had been reached to maintain the current salary links with the NHS scientists for hospital pharmacists in grades I, II and III together with the percentage differentials for pharmacists above grade III as an interim arrangement (*C&D*, April 21, p585). It was expected that a settlement in the scientific civil service would be achieved by the end of May, so that a settlement for hospital pharmacists and officers could follow soon afterwards.

There were still no further developments as *C&D* went to press on Wednesday—Editor.

Further talks on the top posts review will take place at the Pharmaceutical Whitley Council's next meeting to finalise a paper for submission to the new Secretary for Social Services in an

attempt to settle salaries for grades IV and above, which have been "interim" since 1975.

The divisional officer reported that the management side of Pharmaceutical Whitley Council had been informed of the staff side's intention to submit the Guild's claim for an "agreement on unsocial hours," and that the management side had suggested a joint working group to be convened to discuss it.

It was reported that the Royal Commission report on the NHS was soon to be available. Council agreed to request a copy for early discussion.

Following the lack of progress in refilling the vacant area pharmaceutical officer post in East Sussex, council agreed that a meeting between the area health authority chairman, the local divisional officer and Guild representatives should be sought to attempt to overcome the delay. Council agreed to continue monitoring the situation in the Oxford RHA regarding the joint RPhO/APhO post.

## Technician certificate

The president reported on a meeting of the TEC working party which had met to consider all comments received on the proposed TEC certificate in pharmaceutical sciences for pharmacy technicians. Mr Hitchings said that the working party was to recommend to the TEC programme committee C2 (life sciences): That a two-tier TEC programme be established incorporating a core of units equivalent in standard to the current City & Guilds and Society of Apothecaries courses (suitably updated) as an integral part of the full TEC programme; that a sub-group be established to draw up the detailed syllabus requirements.

Council discussed modifications proposed by the Pharmaceutical Society's Education Committee following comments received on the report of the

working party on pre-registration experience. Guild council agreed to reiterate its view that all training should be spent in the practical environment.

A report from the Data Protection Committee recommending codes of practice for confidentiality of medical records had omitted pharmacists from the list of professions that should be allowed access to records. Council agreed that a letter be sent to the Committee expressing the view that hospital pharmacists should be included.

No progress was reported in General Whitley Council on revision of the London weighting allowance nor on motor car allowances.

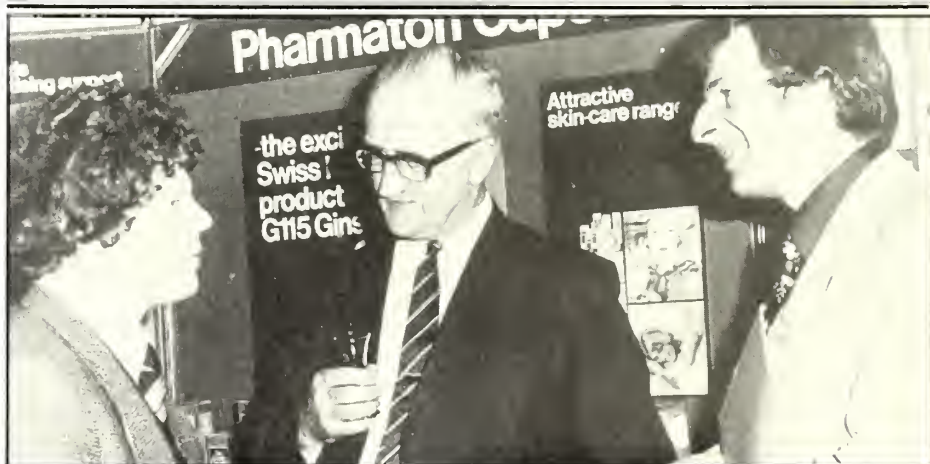
The district member for Wales (Mr V. Fenton-May) reported that the responsibility for purchasing pharmaceutical supplies in Wales had now been resolved as a result of a Welsh Health Circular—WHC(79)8—in which the responsibilities of supplies officers now specifically excluded pharmaceuticals and became the assigned responsibility of pharmacists.

## Drug harmonisation

The Government has no proposals for extending harmonisation of international drug requirements beyond the EEC, nor for involving the World Health Organisation. Dr Gerard Vaughan, Minister for Health, said last week. He was replying to Mr Michael Grylls, who had asked for the policy on harmonisation and if WHO was considered to have a role to play if such harmonisation proceeds. Dr Vaughan said the Government would continue to work through the appropriate committees of the EEC in harmonising requirements for granting of marketing authorisations within the community.

## 'Seasons' cost

The revenue from the sale of prescription "season tickets" in England has risen from £666,000 in 1974 to £765,000 in 1978, Dr Gerard Vaughan Minister for Health, said in a Commons answer.



More than 50 per cent of retail pharmacies on the Channel Islands were represented at an evening exhibition and products presentation which was recently held at St Helier by Pharmagen Ltd in conjunction with Chandis Ltd. Illustration shows (from left) Mr Ewan Jenkins, of S. G. Benest Ltd; Mr Frank Le Cocq, of Robins Pharmacy Ltd, with Mr William Draper of the Pharmaton Information Bureau

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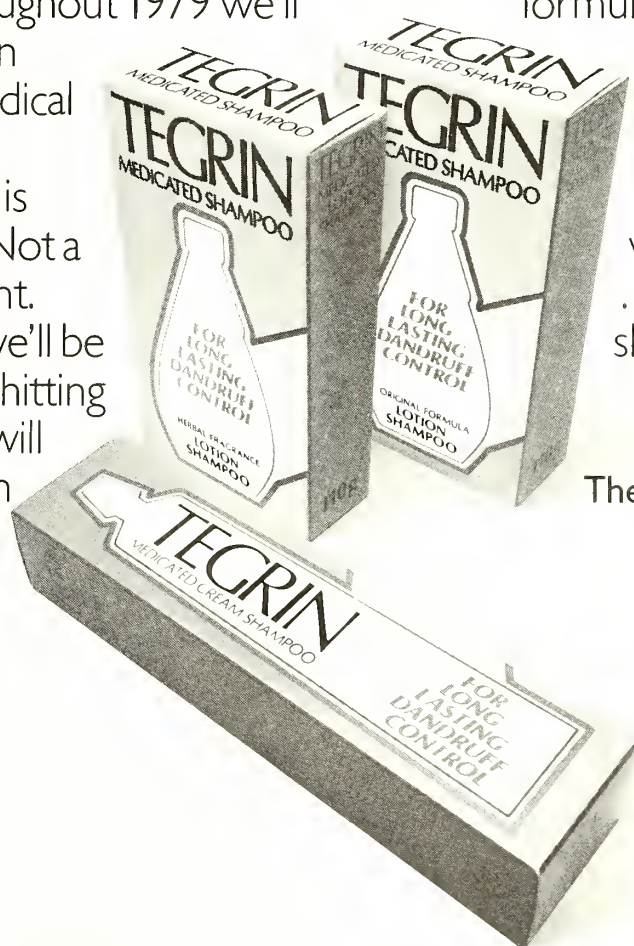
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bags often resulting in  
irritation, soreness  
and discomfort.  
The Stomahesive™ with  
Flange can be left on  
the skin undisturbed  
for several days whilst  
pouches are replaced as  
often as necessary...  
so simply.

### Kinder to the skin

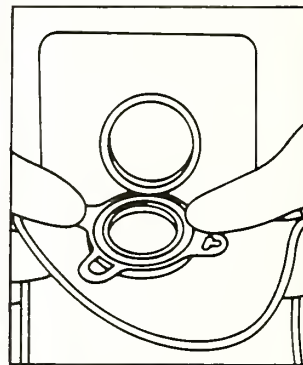
Stomahesive™ with Flange  
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who have experienced  
sensitivity reactions when  
using ordinary adhesives  
and karaya or where  
perspiration under  
the adhesive is a regular  
source of irritation  
and discomfort

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is so easy to apply  
without wrinkling.  
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against the skin  
but from the confidence  
that the appliance  
will be secure  
and leak free  
irrespective of  
the condition  
of the skin.

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flange remaining  
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**Mr David Ennals**, previously Secretary for Social Services in the last Government, has withdrawn from the ballot for places in the Labour Shadow Cabinet. He says he wants to give more time to his constituents.

**Mr Geoffrey Leigh** who registered as a pharmaceutical chemist in 1947 (but is no longer on the Register) and subsequently qualified as a barrister has become the deputy mayor of Enfield on which council he has been for the past 12 years. Councillor Leigh hails from Stockport, Cheshire.

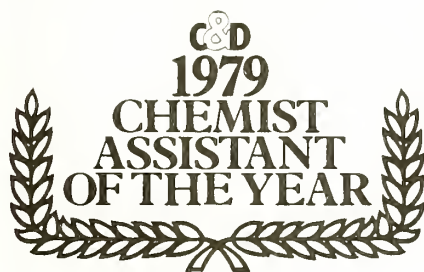
## News in brief

□ During February, chemists and appliance suppliers in Scotland dispensed a total of 2,787,000 prescriptions at a net cost of £2.38 per prescription.

□ The 1979 Register of Pharmaceutical Chemists is available (£22) from the Pharmaceutical Press, 1 Lambeth High Street, London SE1 7JN.

□ Chemist contractors in England and Wales in February dispensed 24,940,761 prescriptions (15,031,872 forms) at a total cost of £56,714,061.91 (average 2.274 per prescription). The figures reflect the temporary suspension of discounting and the temporary increase in container allowance.

□ "Contracts of employment" is the second film in a series entitled "Look at the law", aimed primarily at middle management and proprietors of small or medium-sized businesses. The film may be purchased or hired from the sales department, Distributive Industry Training Board, MacLaren House, Talbot Road, Stretford, Manchester M32 0FP.



Have your assistants entered for the *Chemist & Druggist* Chemist Assistant of the Year Competition, sponsored jointly by C&D and NPA Products? There is a top prize of £1,000 for the winner of the Grand Final in London on November 29 and altogether over £4,000 in prize money, including £100 for the winners of each regional heat. Full details and an entry form were included in last week's C&D and additional forms may be obtained from your ICML wholesaler or direct from Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts BA12 9JU. Closing date for entries is July 14, 1979.

by Xrayser

## A-pathetic

A long time ago I wrote that I didn't really believe that pharmacists who neither attended meetings nor took an active part in our professional politics must be apathetic—because I was one of them. I found myself so completely involved with my business and family that I was not unhappy to let those of us who enjoy our politics get on with it. In Open Shop last week, in a typical independent's comment on his way of life, we are given the same sentiment rather nicely put.

Yet when you come to writing comment, which inevitably has to become political comment since politics is the business of governing our lives, it becomes harder and harder not to get involved yourself—particularly as we see how events shape when the many let the few do the governing for us. Like the Lancashire proprietor, I get exasperated when I read of Gilbertian activities at Lambeth which seem to show no appreciation of our common sense or integrity. Because we have chosen to leave it to others we, the loners of pharmacy, sometimes have to pick up a big heavy bill for our independence.

From the foregoing you may gather that I am not thrilled with the way we are governing our affairs. If you read last week's C&D Comment again you should see why. Perhaps our branches should set up some working parties to look for new ways in which members of the profession might exercise their democratic rights. And we do have rights, one of which is to question our Council and its decisions, particularly when, to say the least, they are controversial.

A question I should like to discuss is the matter of use of the "chemist" title, but silence has been imposed on me, as on all writers at this moment, because of the mystery of law—sub-judice, libel and all that—quite beyond the grasp of this mere independent pharmacist. And so, having had all my smouldering hot copy returned because it could not be published, I intended to speak at the branch representatives meeting, but found so many others with the same idea that I thought it unnecessary. In the end no-one was able to hammer some sense in or out at our professional forum since at the very last moment we were told we couldn't discuss the matter.

Well colleagues, it seems that for the time being we've been out-manoeuvred by the law on that one and if you don't mind about the outcome I suppose it's all right. But if you do mind then it looks as though you'll have to start putting your own oar in—attending some meetings, getting yourself onto committees or writing letters to members of Council.

## Retail trends

I have just finished reading the report that Boots are likely to have the quickest growth, a headline that does me the world of no good since I have Boots branches nearby! The trouble with multiple retailers is that the bigger they get, the more traffic they generate, the more staff they need and, as a general rule, the more impersonal they become. It's a fact that with rare exceptions my customers shop in these emporia and then come back to me for odds and ends, advice and a chat which busy department stores seem unable to provide. I do reasonably well, though naturally feel a wee bit jealous when I see the superstores able to pour in lots of capital and even more expertise. But if we get an increasingly expensive, or even a rationed petrol supply, it could well mean a gradual but fundamental change in the shopping habits of the population, with a decline in both the big city centre complexes (the Arndales, Bull Rings and the like), and the out-of-town one-stop hypermarkets, in favour of local shopping done on foot or bicycle. My trade picked up remarkably a couple of years ago during that first unforgettable taste of what it was like to have to manage on a very limited supply of fuel. And, frankly, I won't be at all unhappy if once again the public start looking to *me*, rather than to the big stores, for their "convenience shopping."



# 'Leniency' for pharmacist jailed for forgery

A pharmacist who was jailed in July 1977 after forging prescriptions was reprimanded by the Pharmaceutical Society's Statutory Committee in London this week. The committee chairman, Sir Gordon Willmer, told Mr Jitendra-kumar Patel, of Fowler Road, Mitcham, Surrey, that they had decided that in the circumstances they would treat him leniently.

Mr Patel appeared before the Committee last May when judgment was suspended for 12 months. Last week Mr Josselyn Hill, for the Society, said Mr Patel sold his business at Whyteleafe,

Surrey last October and was now employed as a pharmacist at Kingswood, Surrey. There was no criticism of his conduct since the last hearing. Mr Patel told the committee: "I want to go straight, do my job properly and make the fullest use of the opportunity you have given me."

He was sentenced to 12 months imprisonment at Guildford Crown Court in July 1977, after admitting six sample charges—three of altering prescriptions; two of obtaining money by deception; and one of attempting to obtain money by deception. He asked for 2,328 similar

offences to be taken into consideration.

A pharmacist who failed to put Dangerous Drugs in a locked safe overnight and found they had been stolen, was given an admonition by the Committee. Mr Vincent Hall, of Riverside, Wraysbury, Berks, explained that he did not think the drugs needed to be locked up because they were dispensed prescriptions waiting to be issued next day.

Mr Hill said the drugs, heroin and Physeptone, were taken in two burglaries at a shop formerly owned by Mr Hall's company, V. J. Hall Chemists Ltd in Chalk Farm Parade, Adelaide Road, London NW3. The shop had since been sold.

After the first burglary on August 1 last year, Mr Hall, the pharmacist at the shop, was warned by the police about leaving Dangerous Drugs in an unlocked wooden cupboard. There was a second burglary the next night when a quantity of the same drugs was stolen. Mr Hall was then prosecuted by the police and last September was fined a total of £150 with £20 costs by Hampstead magistrates.

Mr Hill said Mr Hall, who is now a pharmacist at another shop owned by his company in Shaftesbury Avenue W1, was "very much to be respected" because he dealt with drug addicts.

Mr George Norris, a Society inspector, said the police did not consider a drug to be dispensed until it had been handed to the patient and they insisted that if drugs were made up ready for supply, they should be locked up overnight. Mr Hall maintained he had not been cautioned by the police after the first burglary and said they had not mentioned prosecution.

When he worked at the Hampstead pharmacy he was dealing with addicts from the clinic at a nearby hospital and they were supplied with drugs daily. He said his practice was to dispense prescriptions the night before and hand them over to the addicts who generally called to collect first thing in the morning. "As I understand it, as they were dispensed prescriptions waiting to be handed out, they did not require to be in the Controlled Drugs cupboard."

Sir Gordon told him however: "It does not cease to be a Controlled Drug because you dispense it and put it out for collection the next day. Under the regulations the obligation remains the same, namely to keep it locked up in the Controlled Drugs cupboard."

## Reprimand after 'harsh penalty'

The Committee reprimanded Mr David Tauber, who carries on business as David Tauber (Chemists) Ltd, in St Johns Wood, London. Sir Gordon said they had come to the conclusion that in the view of the harsh penalty he had already received—nine months imprisonment for handling stolen goods—that a reprimand would be sufficient to mark their displeasure.

He said he had no doubt that the judge who tried the case had taken into account that Mr Tauber was a professional man and that there was every reason to make an example of him. Mr

# My daughter's ears were pierced at a chemist



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Tauber was sentenced at Middlesex Crown Court last September after pleading guilty to two charges of handling stolen pharmaceutical goods.

Det Sgt Barry Watters told the Committee that in April 1977 some members of the staff of McCarthys Ltd were arrested for stealing at least £18,000 worth of pharmaceutical goods from the company's Wembley depot. Mr Tauber he said, was part of the chain for disposing of the goods. He disposed those he received to a man who was not in the pharmaceutical trade. No dangerous drugs were involved.

Mr Tauber said in evidence that at the time of the offences he was in serious financial difficulties and had other worries. He had succumbed to the temptation to buy some pharmaceutical goods when they were offered to him cheaply. He paid about £2,500 for the goods and made a profit of about £500 or less. Mr Tauber said he had behaved foolishly and he felt totally degraded by the whole thing. Mr Nicholas Price, for Mr Tauber, handed the Committee a number of testimonials to Mr Tauber from doctors and fellow pharmacists. He also submitted a petition for clemency, signed by more than 100 people.

### Name restored

Mr Andrew McIntosh, said to have reached breaking point because of drink and family problems, had his name restored to the Register. However, the Committee said he should be reprimanded for his past behaviour.

Mr McIntosh, of Willesden Lane, Kilburn, who had originally been struck off for non-payment of fees, took money from the till at a chemist's where he was the pharmacist in Leiston, Suffolk, to pay for excessive drinking, said his representative Mr Peter Marsh. Mr McIntosh lost his job and was convicted of theft, then his wife left him taking their three children.

Mr Marsh said: "This man, through his own foolishness and weakness, has paid the price of his own failure." Mr Marsh added that his legal fees were being paid by pharmacists who were friends of Mr McIntosh. He said: "They trust him, believe in him, and recognise there is something of worth in his character." He produced five testimonials for Mr McIntosh which had been written by other pharmacists. Mr Marsh said there had been no calculated fraud or false accounting by Mr McIntosh when he stole £740 from the Leiston shop.

His wife had been in hospital for several months before they moved to Suffolk from Hampshire, and she lost a baby. There was considerable strain in the family and he was drinking. Mr Marsh said: "When he was working in Leiston, the drinking increased. There is no suggestion of his lining his pockets. He was a man who had reached his breaking point."

Mr Josselyn Hill, for the Society, said Mr McIntosh had been struck off the Register in October 1976 for non-pay-

ment of fees, and he was informed he was struck off in December of that year. But he continued practising as a pharmacist until May 1978. The Society had never received a cheque which Mr McIntosh claimed he had sent in payment of his fees.

After being struck off he carried on acting as a pharmacist and was employed by Bliss Chemists in Willesden Lane, Kilburn, which he had also given as his home address. He also frequently worked as a locum for Rexone Ltd in Walworth Road, Southwark. Mr Hill said it was a breach of the standards of a professional man for him to hold himself out as a pharmacist when he was not registered. He had been conditionally discharged for one year for practising as a pharmacist without being registered when he appeared before Camberwell magistrates in May last year.

He was also given three years probation due to expire in September, by magistrates in Saxmundham, for stealing from the shop where he worked. Mr McIntosh told the Committee he had been drinking quite a lot when he went to work in Suffolk because his family was going through a bad time. He said he took money to pay the bills for moving house and to buy drink.

He said he had sent a cheque to cover the outstanding fees and a penalty for late payment in March 1977, and did not realise that it was never put through his bank account. He said: "Because I retained possession of my certificate I considered that I was registered". Since losing the certificate he had been working in a warehouse for a wholesale chemists.

Committee chairman Sir Gordon Willmer, said they felt there was no reason why Mr McIntosh could not be restored to the Register, but his conduct could only be classified as ill-befitting a member of the pharmaceutical profession. The evidence showed that he was a competent and experienced pharmacist. The Committee left the question of Mr McIntosh's non-payment of fees to the Society's Registrar for consideration.

### 'Storm in a teacup'

The Committee took no action against a 33-year-old pharmacist who broke the law by exporting a Controlled Drug to Tanzania without a licence. Sir Gordon said this ostensibly serious charge was really "a storm in a teacup". The pharmacist, Sir Gordon said, had got it into his head that he was not doing anything wrong in sending Mandrax to Tanzania without an export licence, because it was not controlled in that country. He had made a clean breast of his mistake to the Committee.

The Committee suspended judgment for a year on a pharmacist who was said to have stolen 6000 pain killing tablets for a shoulder injury. Mr Hill said the pharmacist had come before the Committee as a result of complaints relating to his dependence on DF118. He had stolen them from a pharmacy where he was the pharmacist in charge, forged

private prescriptions for them, and used a pharmacy rubber stamp on the forged prescriptions, he said.

### Completely taken in

A young pharmacist, said by the police to have been so completely taken in by a "con man" that he lent him £2,000 of his employer's money, was described by Sir Gordon as being "extraordinarily foolish and gullible". He told the pharmacist, who was working for Boots the Chemists, at the time of the incident, that the Committee did not propose to take any action against him because they took the view that he had already paid dearly for it. He had been sentenced to 12 months imprisonment, suspended for two years, and ordered to pay Boots £2,000 compensation. The "con man" was later jailed for three years.

The pharmacist said he had been convinced that the "con man", with whom he was in lodgings, was "an honest and upright individual" running a legitimate business. In 1977, he lent him three sums of money totalling £1,800 to put into his business, on the understanding he might get something back. Later that year the "con man" told him he needed £2,000 to show to his father, who was then prepared to help him. The pharmacist said he took the money, in £5 notes, from the safe after the shop closed with the intention of returning it a few hours later.

He handed the money over and that was the last he saw of the man. He added that he had repaid the £2,000 to Boots by October last year.

## More on character merchandising

Benn Business Promotions are organising a second character merchandising conference and exhibition, to be held at the Royal Lancaster Hotel, London, on October 22 and 23 following the world's first, last November. It is expected to attract up to 500 delegates from the UK, Europe, USA and Far East. Major speakers are being invited to contribute on October 23.

An associated exhibition will open at 5 pm on October 22 and continue concurrently with the conference the following day. Up to 50 companies are expected to exhibit.

The objectives are to increase awareness of the character merchandising industry, to display and inform new and existing licensees, retailers and buyers, to establish an industry's identity and international meeting place for all involved, to display new and existing characters and products and to encourage the exchange of information and discussion of topical matters and problems.

Further details are available from Mr John Kidd, Benn Business Promotions Ltd, Press House, 25 High Street, Edenbridge, Kent TN8 5AB (telephone 0732-863944). BBPL is part of the Benn group, publishers of *C&D*.

## Students' idealism or realism?

In your report on the BPSA conference entitled "Making better use of preregistration year" (*C&D* April 21, p579) a motion which favoured the running of pharmacy courses at universities alongside courses in medicine was described as illustrating a "spirit of idealism". I have to disagree with this description of the motion, as in fact your British pharmacy students were being entirely realistic and practical in suggesting this type of change in pharmaceutical education. One of the major reasons that pharmacy has often been regarded as the "Cinderella" of the major health professions is the fact that pharmacy students are taught in isolation from their fellow health care profession students, and that their preregistration year does not have to be carried out in close association with their colleagues in medicine, nursing and dentistry.

To reinforce this view I would offer a brief description of our experience here at the University of Rhodesia where the department of pharmacy is located within the faculty of medicine. Joint classes, clinical teaching and experience and the utmost co-operation among all the medical departments involved in the

teaching of our pharmacy students make our BPharm degree course far more professionally-oriented than it would be under any other circumstances. The contact among medical and pharmacy students, staff and practitioners, intra- and extra-murally, has led to a significant improvement in the relationship between the two professions and in standards of medical care by means of co-operative professional efforts.

We believe that our circumstances in pharmaceutical education are unique this side of the Atlantic Ocean and I therefore commend the BPSA for its initiative in carrying the resolution that you reported.

**Professor Rob Summers**  
University of Rhodesia

The "ideal" is surely not in dispute, but some British schools of pharmacy are in towns and cities many miles removed from the nearest medical school; while others are part of different academic institutions—Editor.

## Educational trust for reps' children

There must be many sales representatives who are unaware of the existence of the Royal Pinner School Foundation, which is an educational trust set up for the purpose of assisting by means of grants and awards in the education, up to the age of 25, of sons and daughters of sales

representatives where the family has suffered adversity.

If any of your readers would like to have further information I would be pleased to send them, on request, a copy of our leaflet.

**S. Thurtell**  
*Secretary*

The Royal Pinner School Foundation,  
110 Old Brompton Road,  
London SW7 3RB

## Election thanks

May I through the courtesy of your columns thank all those who voted for me in the recent Council election. I am grateful for their support and would reassure them that I shall continue to work for the benefit of our profession.

**C. H. Preston Robinson**  
Mansfield, Notts

## Drug costs

Dr Reekie's Wallace Hemingway lecture (*C&D*, May 19, p730) was, for me, a lesson in the multi-disciplined nature of pharmacy. He obviously views the drug market with the timid vision of an economist. Had there been a question and answer session I don't think I would have been alone among the pharmacists present in suggesting that society had opted for higher priced drugs in the interest of safety.

**P. L. Craske**  
Leeds

## For the changing face of acne in adolescence

"The best topical agents are probably the benzoyl peroxide containing group"<sup>(1)</sup>

(1) Wilkinson, J. D., *Med News* - "Focus - Dermatology" (Suppl.) Dec 14, 1978.

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# High protection Super Shade 15 leaves other suntan lotions in the shade.



No skin likes the sun. Least of all, skin that's pale and sensitive. As you know, the sun produces ultra-violet rays. Melanocytes in the skin react to these rays, producing a substance called Melanin. This darkens the skin to help prevent the ultra-violet from damaging delicate cells. And so you get a sun tan.

Simple, except that very pale people have skin which produces almost no Melanin for protection. So, for them, a few minutes in the sun can mean painful blistering and peeling.

The trouble is that they'll keep damaging their skin. Unless you tell them about Super Shade 15 by Coppertone, the sun care experts.

Super Shade 15 contains the highest degree of sunburn protection available. It allows even the most sensitive skin to stay in the sun fifteen times longer than with no protection. So it's easy to see why you should recommend it for young children. Especially since it resists washing off by either swimming or perspiration. And what's more, it's unscented, containing no drying alcohol. So it can be used every day.

In fact, regular use of Super Shade 15 could even reduce chances of premature ageing and wrinkling due to over-exposure to sunlight.

All in all, it's hardly surprising that leading dermatologists are taking a great deal of interest in it.

So don't leave your customers in the dark. Tell them about Super Shade 15, the sun-blocking lotion for sensitive skins.

If you require a Coppertone representative to call, contact Kay Kennedy, Plough (UK) Ltd., Penarth Street, London SE15 1TR. Telephone: 01-639 4363.



# COUNTERPOINTS

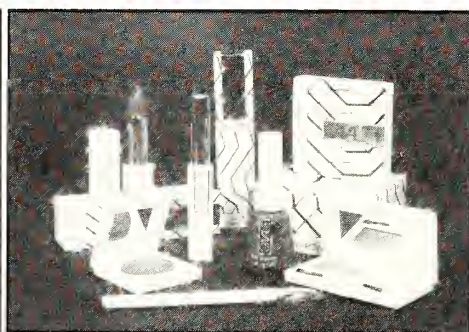
## Fabergé add skin care and cosmetics to Cavale range

A year after Fabergé launched the Cavale fragrance products they have added a skin care and cosmetics range under the same umbrella. The products, which are seen as possessing an up-market image like the perfume, are packaged in brown and white with the distinctive bronze and silver Cavale logo.

The cosmetics include sixteen lipstick shades (£2.45) and complementary nail enamels (£1.95) which have an acrylic base. There are two kinds of eye shadow—powder shadow duets (£4.25) in four combinations and single powder shadows (£3.50) in six shades. There are also two kinds of face make-up—a light fluid make-up, probably most suitable for day wear, and available in six shades (£4.25), and a slightly heavier creme make-up in the same shades (£3.95). Again there are two kinds of blusher, a creme blush (£2.75) in three shades and a powder

blush (£3.95) in four shades. Pressed powder compacts (£3.75), mascara (£2.95), eye liner pencils (£1.95) in black brown, green and blue and finishing powder with highlights (£4.95) complete the make-up range.

There is also a simple skin care range which comprises two cleaners, one for normal to dry skin (£3.50), one for normal to oily (£4.50); similarly there are two toning lotions (both £4.25) and two moisturisers (both £4.95). Also available are a night cream (£5.25) and an eye cream (£3.95). The Cavale range of skin care and cosmetic products will be available for sale from the beginning of July and, for the moment at least, will only be sold at selected consultant stores. They will be backed by Press advertising whose theme will be similar to that established for the fragrance. *Fabergé Inc, Ridgeway, Iwer, Bucks.*



## Remington launch a battery shaver

Remington are launching a new battery shaver. The company explains that there has been a constant high demand for battery shavers throughout the seventies. Estimates are that 2,850,000 battery shavers have been sold in the last eight years, making battery shaver sales 24 per cent of the total market. Battery shavers are convenient to use when travelling or on holidays. They appeal to young first time buyers wanting a low price shaver and research has shown that they provide a useful second shaver, to be kept at the office or in the car. One in three shavers sold during the summer months are battery models.

Remington's new M3 battery shaver (suggested retail price about £12.95) has all the features of the M3 range and is powered by four 1.5V (alkaline) batteries. During the launch period Remington are providing free Mallory Duracell batteries while stocks last.

The company has also added the Lektro Super and Lektro Super rechargeable to their Lektro range. Both models are finished in a satin-chrome trim and

are packed in luxury presentation cases with fitted mirror and deep brown flocked finish. Each shaver has two micro-slot heads plus an open-slot section to remove awkward, long hairs.

The Lektro Super (£15.95) is a dual voltage mains shaver: 110-127V and 220-240V AC only. The Lektro super rechargeable (£19.95) features an internal charger. To recharge, the shaver is connected to any mains voltage from 105 to 240V AC. The light emitting diode on the side of the shaver when lit, confirms that the shaver is charging. *Sperry Remington Consumer Products, Apex Tower, New Malden, Surrey.*

## Spray Dry for Nails

Fulford Williams International Ltd have added a product called Spray Dry (£0.89) to their Just for Nails range. This is an aerosol spray which is said to dry nail polish in 60 seconds. The other Just for Nails products—lanolised cuticle remover, vitaminised nail conditioner, 3-way nail protector and anti-biting lotion—have all been increased in price (from £0.65 to £0.69). *Fulford Williams International Ltd, Cornwall Road, Hatch End, Pinner, Middlesex.*

## Econoshave from Holdwood



Comedian, Arthur Mullard presents Econoshave to trade buyers

In conjunction with International Shaving Systems, Holdwood International are launching a new range of wet shaving products, designed, says the company, to cut costs. Under the umbrella name of Econoshave four products are being made available which the trade can buy either individually or as a range. They are available on their own free standing display unit if required.

The range comprises a pack of five disposable shavers (£0.29), five stainless steel blades (£0.28), five twin blade cartridges (£0.49) and four multi-purpose blades (£0.25). All products are presented on eye-catching display cards. Holdwood International recently launched a disposable razor for ladies—Dove (*C&D*, May 5, p650). *Holdwood International Marketing Ltd, Guildford Chambers, 54 Cheapside, Luton, Beds.*

## Rancé available from Jica

Rancé, European soap manufacturers since 1795, have now introduced their range to the UK. Entitled the country collection the range of finely milled skin soaps (£1.50 each, £4.50 box of three) is available in four fragrances—violet, lily of the valley, iris and amber.

Another new product which will be distributed by Jica Products from July is an eye pencil from Academie (£2.60). These are said to be particularly suitable for sensitive eyes and are available in six colours turquoise, amonzonite (sky blue), jade, sardoine (brown), aventurine (green) and oeil de tigre (gold). Also new from Academie this summer is the Hypo Sensible mascara (£3.95) in black, brown, blue and green. *JICA Products Ltd, Dockett Eddy, Chertsey, Surrey.*

# How to treat irritated customers.

Your customers' eyes get irritated by a number of things, not the least of which are hayfever and the chlorine in public swimming pools. Both cause soreness, redness and itching.

To relieve these symptoms, Optrex have launched new Clearine drops.

There'll be heavy advertising support in the national press, swimming press and on radio, starting May.

Contact your Optrex Representative or local Wholesaler now and take advantage of our special introductory offer.

And treat yourself to a market that's never been treated so well before.



## New Clearine. Relief for sore eyes.





# COUNTERPOINTS

## Durex advertising—now its a crowd stopper

Durex will be back on poster sites this summer with another eye-catching campaign. For four weeks in July, two new Durex posters will be seen on hoardings throughout the country. Both posters have the same pertinent and attention-grabbing headline—"crowd stopper".

LRC Products are dividing the campaign into three parts to ensure that the maximum number of people see the posters. One poster featuring the Durex-sponsored Formula One powerboat will appear on 400 giant poster sites and the other, which features the Durex speedway sponsorship, will be seen on 2,000 smaller sites located in shopping areas. The London Transport Underground is the third element of the campaign; 275 speedway posters will appear throughout the Underground network. According to LRC Products, the posters will be seen by 88 per cent of urban adults, an average of 29 times.

"We believe that our first poster campaign, "the small family car" has made a significant contribution towards reducing embarrassment caused by the brand name, Durex," comments Ted Wallbuton, LRC Products' marketing manager. "The continued linking of the product with modern, exciting spectator sports is also helping to update the image of the contraceptive sheath which is, after all, only second in popularity to the pill in this country." LRC Products Ltd, Stockwell Green, London SW9.

## Ronson trade-in

Hard-hitting display material has been introduced by Ronson to back up their shaver "trade-in" promotion. They are

## ON TV NEXT WEEK

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island.

**Agfa motor cameras:** All areas

**Agree:** All areas

**Alka Seltzer:** All except A

**Anadin:** All areas

**Anbesol:** NE

**Anne French:** E

**Bisodol:** Lc, So

**Crest:** Ln, M, Y, Sc, We, G, U, B, CI

**Head & Shoulders:** All except E

**Mum:** All areas

**Oil of Ulay:** All except E, CI

**Piz Buin:** All areas

**Rennie:** All except Ln, M, So, U

**Wilkinson Sword scissors:** Ln

**Wondra:** Y, NE

**Zest:** M, Lc, Sc, B, G

spending £110,000 on full-page advertisements in the national daily and Sunday Press—which will be seen by an estimated 17,000,000 men during June.

All the advertisements and point-of-sale material give full details of the promotion, which offers the consumer the chance to win a top prize of £1,000 in each of a series of five raffles when he hands in his old shaver (wet or dry) to purchase a Ronson Spirotechnic, or to claim £2 in cash. Ronson Products Ltd, Randalls Road, Leatherhead, Surrey.

## New flavour ice coolers

Two new flavour "Ice Cooler" roll-on lip glossers will be available from May-belline in June. To mark the start of a summer promotion, lime ice and raspberry ice flavourings will be added to mighty mint and orange crush.

A novel display has been designed to hold the Ice Cooler range—a real ice box, which the company says can be kept and used as soon as the promotion is over, being ideal for keeping picnic lunches fresh and cool. Plough (UK) Ltd, Penarth Street, London SE15 1TR.

## NEW otocerol... a word you'll be hearing more of...



... because Otocerol will be introduced to the medical profession in June backed by a campaign in the medical press and by full representative activity.

Otocerol has been shown in a clinical trial<sup>1</sup> to be associated with a significant reduction in the number of ear-syringing operations necessary in general practice and to give an overall higher success rate in the treatment of ear-wax problems than the most widely-prescribed ear-wax remover.

Otocerol will be of considerable interest to general practitioners.

## otocerol

for the gentle  
removal  
of ear-wax

Reference: 1. Jaffe, G. and Grimshaw, J. (1978) J. Int. Med. Res. Vol 6 No 3, p 241-244

Full information available on request from:

British Surgical Houses Ltd., 3 Miles Buildings, Bath BA1 2QS.

## Sterling Health launch Wet Ones nationally

Wet ones, moist cleaning wipes, are the first in a promised series of new product launches from Sterling Health. They have been on test market in the Granada television area for a year and are now being launched nationally with an advertising spend of £500,000. Wet Ones (£0.69) are presented in a pop-up dispenser which contains 35 non woven fabric wipes impregnated with a pleasantly perfumed quick drying cleansing solution containing lanolin.

The advertising will be backed by in-store displays and competitions and a hot air balloon which will be available for consumer and trade promotions. *Sterling Health, St Marks Hill, Surbiton, Surrey.*



The advertisement presents the range of six Wilkinson Sword scissors for manicure, needlework, dressmaking, general purpose, household and the kitchen, emphasising their moulded handles and high quality blades. There will be a further television advertising campaign for Wilkinson Sword scissors prior to Christmas. *Wilkinson Sword Ltd, Sword House, Totteridge Road, High Wycombe, Bucks.*

## Coppertone posters

A new poster campaign for Coppertone breaks this month and will run through June and July. The Coppertone suntan range was launched on posters in the UK in 1976 and this will be its third successive year on posters. The three-month campaign promotes the entire Coppertone suntan range.

According to Neill Bell, marketing manager, Plough UK Ltd, "The new campaign will again use a British Posters national campaign, featuring sites near retail outlets, but this year we are taking additional town campaigns in selected UK coastal resorts. *Plough (UK) Ltd, Penarth Street, London SE15 1TR.*

## Trial size Leryss

Eylure are making 25ml trial size bottles of Leryss shampoo (£0.35) available. The company says that these contain sufficient product for five shampoos and suggest that they are ideal for taking away on holiday. There are five variants of Leryss shampoo: Water mint and great figwort for normal hair; wild angelica and quaker bonnet for dry hair; carline thistle and tower mustard for greasy hair; bitterherb and mugwort for dandruff and golden maidenhair and safflower oil for fine hair and split ends. *Eylure Ltd, Grange Industrial Estate, Llanfrechfa Way, Cwmbran, Gwent.*

## Wilkinson's scissors on television

For the first time in the London area Wilkinson Sword are running a television advertising campaign for their range of scissors. This campaign, aimed to reach 85 per cent of housewives in the area, will break on June 4 for four weeks.

## Summer update of Houbigant products

Houbigant are currently making available their 1oz sprays of Chantilly and Quelques Fleurs for £1.60 (normally £2.25). From the beginning of June Houbigant are also making an 8oz bottle of Chantilly eau de Cologne available for £1.95.

The company has also added a deodorant antiperspirant to their Musk range. During the launch period the 50ml pack will retail for £0.99 (normally £1.25). The Musk range now includes a bubbling bath and shower gel, body fragrance and hand and body moisturiser.

Houbigant will also be adding cologne after shave (56ml £2.50), roll on antiperspirant (£1.75), spray cologne (£5), cologne (100ml £5) and soap (£1.50) to their Monsier Houbigant Musk range from June.

The Essence Rare range is being extended, too, by the addition of a body fragrance (50ml £3.50) which will be available during the launch period at £1.50. *Houbigant Ltd, Balcombe Road, Horley, Surrey.*

## Mandelle promotions for autumn

For the autumn and winter of 1979 Mandelle will be introducing an even wider range of hot water bottles for all the family and will be actively promoting the range by means of an extensive public relations programme throughout the country.

Mandelle recently commissioned a research survey into the market—and came up with the following facts: every one interviewed owned at least one hot water bottle, almost 70 per cent expected to replace it within two years, and although the majority use a hot water bottle only in the winter months, 20 per cent use one all year round. Although there is a high awareness of the non-covered range the consumer is not as aware of the wide range of covered bottles available for both adults and children, whilst being aware of their benefits. This is the area that Mandelle will be promoting particularly, through consumer magazines and newspapers all over the UK. *Haffenden—Richborough Ltd, Sandwich, Kent.*

## Contact lens book

A new 54-page booklet on "Hard contact lens questions" is available free from Allergan Ltd. The contents include lens hygiene and advice on cosmetics. *Allergan Ltd, Bourne House, Wharf Lane, Bourne End, Bucks SL8 5RU.*

## TV for Anbesol

Anbesol is currently appearing on television for the first time. A test campaign is running in Tyne-Tees during May and June. In addition, year-round Press advertising support continues in a wide range of national magazines including *My Weekly* and *Family Circle* and also in specialised parent magazines like *Parents*, *Mother and Mother and Baby*. *International Chemical Co Ltd, 11 Chenies Street, London WC1E 7ET.*

## Aramis suntans

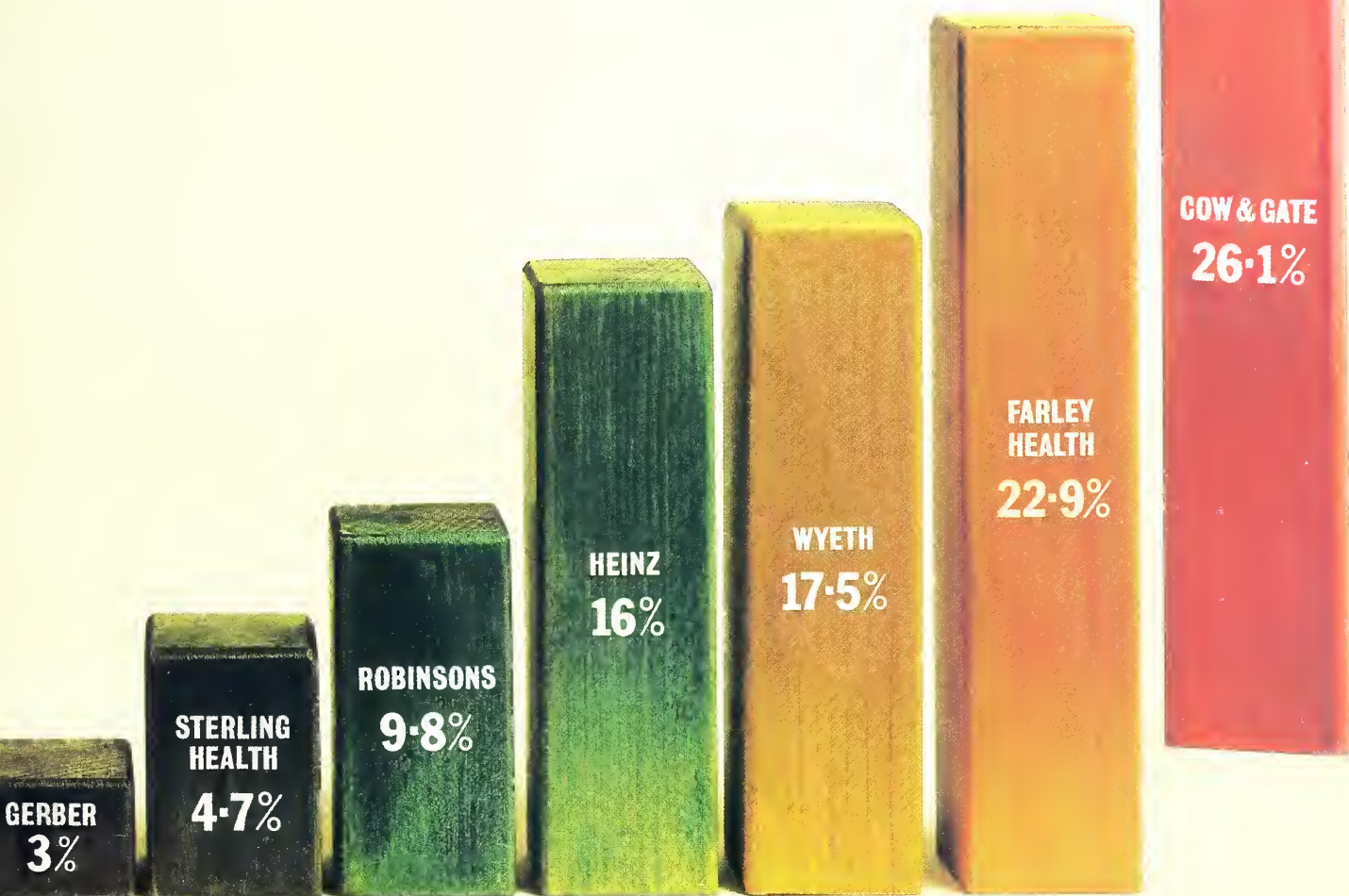
Aramis are introducing four suntan products for men. They are deep bronzing oil (£3.50), golden tanning formula (£3.50), solar shield cream (£3.50) and after sun skin soother (£4) and they are all water-resistant. *Estee Lauder Cosmetics Ltd, 71 Grosvenor Street, London W1X 0BH.*

## Puritabs packs

From June 1, Puritabs Maxi tablets will be packed in foil (30, £1.83). The new pack will be supplied as soon as existing stock is exhausted. On the same date, packs of 30 and 56 Babysafe tablets will be replaced by 36 (£0.66) and 72 (£1.17) tablet packs, available in counter displays of six. Lactocalamine is being re-packaged in a modern bottle with revised design; the price is unchanged. All products are to be supported by advertising starting in June. *Kirby Products Ltd, Mildenhall, Bury St Edmunds, Suffolk.*



# How we grew up to be brand leader.



Thanks to you—and to the most comprehensive range of babyfoods—Cow & Gate is still the biggest brand name in the babyfeeding market. And we hope we can rely on your continued support.

Looking to the future, we mean to grow even bigger. Premium and our meals have already become two of the fastest growing brands in their respective markets\*.

And our products are still recommended by the medical profession more frequently than any others.

So the more you stock, the more you'll profit.



The Babyfeeding Specialists



# ***"This'ere Woodleigh Green***





# is making me fortune!"



“Quality always sells – and this ’ere Woodleigh Green certainly has got class.

So it’s not surprising that after only 3 months, new Woodleigh Green Shampoo is number two in the beauty market! The soap’s selling a bomb too!

The ladies can’t stop buying ’em, they just love the apple fragrance – and they’ve obviously been telling all their friends too!

So load up your shelves, fellas. Do it quick to make sure you get your share of new Woodleigh Green’s rich pickin’s.”

*P.S. "Back on the telly the end of July.  
As if I needed it.  
Rushed off me feet I am"*



## Why you should go for a slim waistline.

This is the shape of feeding bottle sales. The highly identifiable shape of a Freflo polycarbonate bottle.

This year we're promoting bottles in a bigger way than ever before with colour pages, in all the mother and baby magazines.

The shape focuses attention on the many important features that set Freflo apart.

Like the rimless neck that's more hygienic and easier to clean. The polycarbonate surface that's fully boilable and virtually unbreakable. And the choice of teats which develops through all stages of feeding.

Make sure your customers are able to get hold of Freflo, the feeder with the slim waistline, by ordering your supplies early.

**NURSERY**

by Griptight

Little things mean a lot.



Lewis Woolf Griptight Ltd., 144, Oakfield Road, Birmingham B29 7EE. Telephone: 021-472 4211.



## 'There's no escaping' Mafu's fly traps

It's not often that flies have a chance to star in a £300,000 television advertising campaign, if only as the "baddies", as is the case with the current commercial for Mafu fly-killer. The commercial, which runs for five weeks, is part of a £500,000 campaign which reflects the growth rate of Mafu after its £400,000 launch last year. The advertisement features Mafu and one of nature's most effective fly-killers, the Venus fly-trap. The theme is "Mafu fly traps—there's no escaping them".

Starting early in June the commercial will be followed through with a £100,000 poster campaign running until the end

of August, at more than 2,000 sites. New point-of-sale material has been designed, with stack cards and shelf strips featuring the "fly-trap" message.

Commenting on the brand's first year success, when it claims a 23 per cent sterling share of the chemist trade, brand manager Richard Hart says: "Mafu's performance in its first 'season' has proved what we strongly believed when we launched the product—that this was an under-developed market in which the consumer demanded a wider choice than had hitherto been available." *Bayer UK Ltd, Consumer Products Group, Burrell Road, Haywards Heath, Sussex.*

## PLJ campaign

"Start every day with the electrifying lemon" is the theme behind this year's advertising campaign for PLJ. More than £100,000 will be spent between May and September in *Woman & Home*, *Woman's Weekly*, *Woman's Realm* and other women's interest and specialist slimming publications. The new advertising stresses the importance of a natural, healthy diet, highlighting all the benefits of PLJ. In addition to the main campaign, PLJ will be mounting a number of promotions during the year with products from other leading manufacturers. *Beecham Foods, Beecham House, Great West Road, Brentford, Middlesex.*

## Arden reflections

The summer make-up shades from Elizabeth Arden are entitled "reflections of the dawn". They include lip-colours (£1.35) in rose garnette, snowbird pink, crushed currant and plum blossom, harmonising nail lacquers (£1) in sugar beet, rose wine, cinnamon crisp and terra rosa and silky eye shadows (£1.95) in gilded bronze, marrakesh mist, dovetail and taupestone. *Elizabeth Arden Ltd, 20 New Bond Street, London W1A 2AE.*

## Cooper labels

Frank Cooper have introduced new labels for their low calorie fruits to improve visual impact on-shelf and "to convey more clearly the unique character and quality assurance inherent in the Frank Cooper name." The "cigar band design" retains the namestyle, Royal Warrant and decorative scrolls which are key elements in Frank Cooper's brand recognition while providing a focal area for strong projection of the variety name with colour coding to distinguish between the different varieties.

Supplies of the new labelled product

will reach the shops over the next two months as current stocks are replaced. Frank Cooper low calorie fruits are packed in water only, with no added sugar, therefore the only sugar present is the natural sugar content of the fruit. *CPC (United Kingdom) Ltd, Claygate House, Esher, Surrey.*

## Gluten free labels

The "gluten free" symbol is now appearing on appropriate Cow & Gate strained, junior and toddler meals. "Some 22 varieties of our baby meals are naturally gluten free and we are introducing this symbol in response to recommendations from the Coeliac Society," explains Cow & Gate's marketing manager Peter Greensmith. The symbol will help mothers of gluten intolerant babies to identify the right variety quickly.

About one in 2,000 babies are born with this condition and as 22 of the 71 varieties of Cow & Gate baby meals are gluten free, mothers will be able to plan a varied diet. The "gluten free" symbol shows a crossed grain within a circle and it appears in black on the front of the appropriate labels. *Cow & Gate Ltd, Trowbridge, Wiltshire BA14 8HZ.*

## Kwells race

Nicholas Laboratories Ltd have introduced a new point of sale item to support Kwells. The free standing show card backs up Kwells sponsorship of a yacht in the forthcoming Azores and Back Yacht Race. The yacht, a 32-foot Contessa, is named "Quick Kwells" and will be crewed by Dr John Graves, a South coast GP and his son-in-law, Simon Dalton, a British Airways pilot. The 2,500 mile race starts from Falmouth and is expected to take about one month.

The show cards will be available from the Nicholas sales force. *Nicholas Laboratories Ltd, Slough, Berks.*

## Solport market Portia pumice



Solport Brothers Ltd have found that in recent times the cost of genuine "mouse shaped" pumice stones has risen alarmingly. "In an effort to combat this a number of synthetic pumice products have appeared on the market. We are pleased to say that we are now able to offer an alternative but nevertheless absolutely genuine pumice stone at a retail price almost a third of the conventional mouse shape" announce Solport.

The company says that part of the success in achieving a lower price is by leaving the pumice in unshaped blocks. They are being marketed in three options of packaging: bulk packed, 400 pieces per carton; 10 pieces individually wrapped to a polythene outer and individually blister packed on Portia card (£0.28). *Solport Brothers Ltd, Portia House, Goring Street, Goring-by-sea, Worthing, West Sussex.*

## Charlie lip pencils

Revlon have added soft line lip pencils (£0.99) to their Charlie make-up range. These contour lips without leaving harsh lines and are available in five shades which are said to complement almost any lip colour. They are red, blackberry, sienna, brown and liquorice. *Revlon International Corporation, 86 Brook Street, London W1.*

## APS packs

Approved Prescription Services have relaunched their APS brand saccharin tablets in colourful drums of 500 and 1000 tablets. An introductory bonus is being offered of six dozen for the price of five dozen until July 12. *Approved Prescription Services Ltd, Whitcliffe House, Whitcliffe Road, Cleckheaton, West Yorkshire.*

## Numark Star Buys—stage two

Stage two of the Star Buys promotion will be operating in store from June 4 to 23, 1979. As on stage one, the Star Buys promotion will feature an exclusive offer to all Numark customers—a sterling silver zodiac pendant complete with silver chain in a presentation box for £4.45.

The Star Buys promotion will be advertised extensively in the *Daily Mirror*, *Daily Record*, *Sun*, *Bradford Telegraph & Argus* and the *Aberdeen Press & Journal*. It will also be featured on Ulster Television. Joint Star "Superbuys" will be Silvikrin hairspray and Silvikrin shampoo. Superbuys will be featured in additional solus advertising in the *Weekly News*, *Womans Own* and *TV Times*.

Main Lines on promotion include Kleenex For Men, Brylcreem, Silvikrin shampoo, Silvikrin hairspray, Johnsons baby lotion, Right Guard deodorant, Right Guard antiperspirant, Right Guard Double Protection, Right Guard ZR roll-on, Savlon antiseptic liquid, Pennywise, Macleans toothpaste, Dr Whites, Radox bath salts and Clearasil cleansing lotion. Supplementary lines include Falcon hairspray, Palmolive Rapid Shave, Robinsons Barley Waters, Robinsons fruit squashes, Cow & Gate baby meals, Johnsons baby oil, Matey bubble bath with free Numark stick-on badge, Imperial Leather talcum powder, and Nucross glucose. Optional extras include Aspro Clear, All Fresh clean up squares, All Fresh baby bottom wipes and Germolene footspray, 25 per cent extra value pack. The usual extensive range of other promotional lines will be available from Numark wholesalers on a local basis. *ICML, 51 Boreham Road, Warminster, Wilts.*

## Food display unit

A self-selection counter display unit containing eight of Health & Diet Food Co Ltd's products is now on offer. Consisting of six each of the eight items, the unit costs £60.90.

Waterfall (C&D, March 31, p428) containing herbal ingredients with diuretic properties—"powdered celery seed 100mg, extract of boldo 100mg, and juniper oil 52mg per capsule—is now available. *Health & Diet Food Co Ltd, High Street, Godalming, Surrey.*

## Codella cream

The pack size of Codella hand cream has been increased from 30g to 40g (0.48). *Napp Laboratories Ltd, Herts.*



## Urine collection set for women

Searle Medical have developed a urine collection set for women. Designed by a research nurse in association with the Disabled Living Foundation, Feminal (£9.50 trade) consists of a light plastic framework which is moulded to fit the female body, preventing leakage. It is held in place by a short handle at the front and the urine is collected in a disposable plastic bag suspended from the framework. Feminal can be used while sitting, standing or lying down. It is light and small enough to be carried in a handbag and comes with a patterned carrying bag. *Searle Medical (UK), Lane End Road, High Wycombe, Bucks.*

## PRESCRIPTION SPECIALITIES

### SELEXID suspension

**Manufacturer** Leo Laboratories Ltd, Hayes Gate House, 27 Uxbridge Road, Hayes, Middlesex.

**Description** Unit-dose foil sachets, each containing pivmecillinam 100mg as white granules

**Indications** Infections due to sensitive organisms including urinary tract infections, salmonellosis. Highly active against most Enterobacteriaceae; less active against Gram-positive bacteria. Organisms such as *Pseudomonas aeruginosa* and *Streptococcus faecalis* are practically resistant

**Dosage** Contents of the sachet should be mixed with a little water, stirred and taken immediately, preferably with or immediately after a meal or with bland fluids such as milk. *Adults and children weighing more than 40kg:* Uncomplicated

cystitis, 200mg (two sachets) three to four times daily; chronic or recurrent bacteriuria, 400mg three to four times daily. Enteric fever, 1.2-2.4g daily for 14 days; salmonella carriers, 1.2-2.4g daily for two to four weeks. *Children weighing less than 40kg:* Urinary tract infections, 20-40mg per kg daily, in three or four divided doses. Salmonellosis, 30-60mg per kg bodyweight daily in three or four doses.

**Contraindications, etc** As for other Selexid preparations

**Storage** In a cool place

**Packs** 20 sachets (£3.39 trade)

**Supply restrictions** Prescription only

**Issued** June 1979

### SALOZOPYRIN enema

**Manufacturer** Pharmacia (Great Britain) Ltd, Prince Regent Road, Hounslow.

**Description** Sulphasalazine 3g in 100ml vehicle in yellow soft plastic bottle

**Indications, etc** As for other Salazopyrin preparations

**Administration** One at bedtime

**Packs** Box of 7 (£9.80 trade)

**Supply restrictions** Prescription only

**Issued** June 1979

## Lepetit pack changes

Lepetit Pharmaceuticals Ltd have introduced new packaging for Rifadin and Rifinah designed to simplify prescribing and dispensing. The new 28 day packs each contain four seven-day blister strips marked with the days of the week. The 24-packs have been discontinued. Pack quantities will be Rifadin 150mg (84 capsules £19.38 trade) Rifadin 300mg (56, £25.82 trade) Rifinah 150 (84 tablets £20.02 trade) and Rifinah 300 (56, £26.46 trade). The price per capsule and per tablet remains unchanged, say Lepetit. Rifadin syrup packaging has also been redesigned, but the quantity remains unchanged at 120ml. The calendar packs are intended to eliminate the wastage problems of a few tablets left over from a pack of 100. *Lepetit Pharmaceuticals Ltd, Heathrow House, Bath Road, Hounslow, Middlesex.*

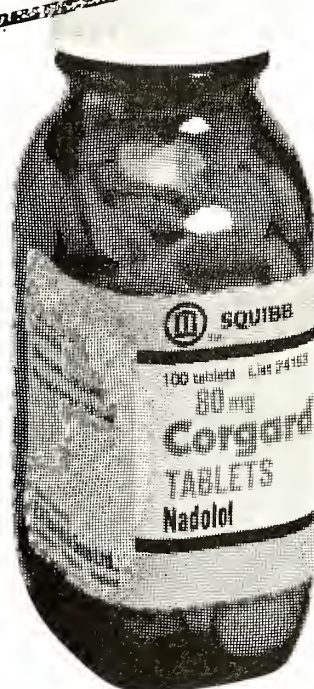
## Epilim pack size

The Epilim 200mg foil and pack has been increased by 1cm in width and 2.6cm in length. This change has been made to facilitate the removal of individual tablets from their foil without accidentally damaging the seal of an adjacent tablet. *Reckitt & Colman pharmaceutical division, Danson Lane, Kingston-upon-Hull HU8 7DS.*



**NEW  
PRODUCT**

**SQUIBB**  
*Introduce*



**Corgard™**  
nadolol

*more than just a good name*

Once a day Corgard is a non-selective beta-adrenergic blocking agent for the treatment of hypertension.

**Corgard**

**guards the heart during blood pressure control and**

Ⓢ increases renal blood flow which may reduce the need for a diuretic.

Ⓢ has the longest serum half-life (24 hr) protecting against a missed dose.

Ⓢ is not metabolised nor is it affected by the intake of food.

Corgard (nadolol) 80 mg tablets are supplied in packs of 100.

**Corgard**  
The best for a long time.

## Data sheet information

### PRESENTATION

White, round, tablet engraved 'Squibb' and '241', scored on reverse, containing 80 mg nadolol.

### Indications

For the long-term management of essential hypertension, either alone or in combination with other anti-hypertensive agents.

### DOSAGE AND ADMINISTRATION

Initially 80 mg once daily. This dose may be increased by 80 mg increments at weekly intervals until an optimum response is obtained. Most patients respond to 240 mg or less, daily, but doses up to 640 mg have occasionally been used. In some patients it may be necessary to administer a diuretic, peripheral vasodilator and/or other anti-hypertensive agents in conjunction with nadolol in order to achieve satisfactory response. Dosage should be individually titrated.

Nadolol may be given in a once daily dosage without regard to meals.

Treatment of hypertension associated with pheochromocytoma may require the addition of an alpha blocking agent.

### Contra-indications

Like other drugs in this class, nadolol is contra-indicated in bronchial asthma, allergic rhinitis during the pollen season, sinus bradycardia and 2nd and 3rd degree heart block; cardiogenic shock; right ventricular failure secondary to pulmonary hypertension; congestive heart failure; during and within 2 weeks of administration of adrenergic augmenting psychotropic drugs such as monoamine oxidase inhibitors.

### Warnings

Exacerbation of angina and myocardial infarction have occurred after abrupt discontinuation of therapy with beta-adrenergic blocking agents in patients with angina pectoris or other evidence of coronary artery insufficiency.

The normal precautions associated with the use of beta-adrenergic blockers should be followed.

There have been reports of skin rashes and/or dry eyes associated with the use of beta-adrenergic blocking drugs. The reported incidence is small and in most cases the symptoms have cleared when the treatment was withdrawn. Discontinuance of the drug should be considered if any such reaction is not otherwise explicable. Cessation of therapy with a beta-adrenergic blocker should be gradual.

Nadolol should be used with caution in patients with impaired renal or hepatic function.

The safety of nadolol in pregnancy has not yet been established, and it should only be given to nursing mothers if deemed essential.

### Side-effects

These resemble those reported with other beta-blocking drugs and rarely require withdrawal of treatment. They include gastrointestinal effects, bradycardia, fatigue, light-headedness, cold extremities, insomnia, paraesthesia and dryness of the mouth. Cardiac insufficiency, hypotension and AV block have occurred on rare occasions. Overdosage or exaggerated response should be treated supportively and symptomatically.

### LEGAL CATEGORY

Prescription only

### Product Licence Number

0034/0186.

### PACKAGE QUANTITIES

Bottles of 100 tablets.

Average daily cost of treatment 15p per day.

Corgard is a TradeMark of E.R. Squibb & Sons Ltd

▼ Special reporting to CSM required.

Further information available from: Technical Services Department,

E.R. Squibb & Sons Ltd., Regal House, London Road, Twickenham, Middx. TW1 3QT.





# They asked for it



Extensive market research showed that Ginger Beer was a natural addition to our range. So we developed a kit that only needs water and half a teaspoonful of sugar per pint when bottling to make sixteen pints of ginger beer.

Our research tells us it will sell, and by including the same excellent mark-up, attractive quantity discounts and advertising support that have made our other kits such a success, we know this will be a very profitable line too.

## GEORDIE HOME BREW KITS

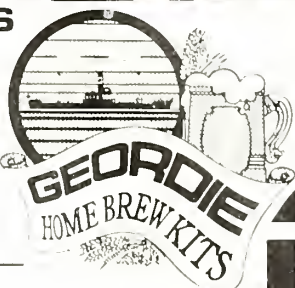
Send this coupon for further details.

Post to: Viking Brews Ltd.,  
28 29, Clive Street, North Shields,  
Tyne & Wear.

Name \_\_\_\_\_

Address \_\_\_\_\_

CD/6/79



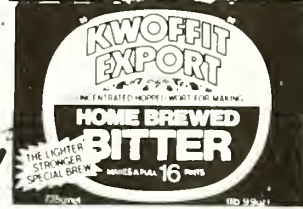
## BEER AND WINE CONCENTRATES



## STRONGER

### LIGHTER, SPECIAL HOMEBREW

Kwoffit Export contains more concentrated wort per pint made than any other major kit. It is a *superior* beer. It has a firm body and a very good head and is a stronger but lighter beer which has many of the characteristics of the fine Bavarian



brews. It comes in two sizes, the standard kit which makes 16 pints and the large which makes 40 pints. It is simple to make . . . the brewing instructions are given step-by-step on the can and a special leaflet inside the cap gives other brewing hints and tips. Yeast comes with the kit so the only things your customers need extra are sugar and water.

Supplies of free full-colour brochures on homebrewing are available on demand.

**COMING SOON!**  
**HOFSTAR PILSENER LAGER**

Itona, Leyland Mill Lane, Wigan, Lanes.



# home brews

## Market encouraged by support for stronger beers

One of the main reasons for taking a drink is because it tastes good, and as with any activity, the pleasure may be even greater if one has had a hand in producing that drink.

This attitude, together with other factors, has undoubtedly led to the growth in home brewing and wine making. Encouraging the move towards home brewing has been the fall in the strength of commercial beer.

Perhaps one of the most important changes in commercially produced beers has been the move towards the development of the so-called "national" brands of beer matched by a consistent fall in strength. At the turn of the century, the average original specific gravity of commercially brewed beers was around the 1055 level. The figure today is now nearer 1037. Some will argue that this is the result of a change in public taste, and that the preference is now for lighter, less intoxicating beers, demonstrated by the fact that around 25 per cent of the beer market is taken by lager.

### 'Real ale' enthusiasts

Against this argument must be set the swelling numbers of "real ale" enthusiasts. There is obviously strong support for the stronger beer, and this together with the rapid rise in the price of commercially brewed beers and a general move towards "do-it-yourself" activities in the home has more than encouraged the home brew market.

According to Tom Caxton, claimed to be the leading brand, the beer-kit market has grown to more than £11 million, with over 250 million pints of home brewed beer consumed in 1978. It is perhaps easy to forget that until 1963 it was illegal to brew beer without a licence.

The steady influx of newcomers to the home brew market has resulted in an increase in the proportion of beer kits sold as opposed to ingredients. In 1972, the ratio of ingredients to kits was 1 to 4, however by 1978 these figures have become more like 1 to 11, according to



Tom Caxton. The most popular kit size is now the 40 pint size, which now takes a 73 per cent share of kit sales, compared with 38 per cent in 1972.

Tom Caxton still sees a place for the smaller pack, particularly the eight pint kit which the company introduced in 1975. This kit is designed to offer a low unit price to attract new users while offering fast throughput. The eight pint size is now said to account for almost 10 per cent of the kit market compared with only two per cent in 1974.

To cater for lovers of stronger beer, Tom Caxton have introduced a dark,

full-flavoured beer called Gravity 45. The name refers to the specific gravity, since when brewed according to the instructions, this new beer has a starting gravity of around 1045 and a potential alcohol strength of 6 per cent by volume. The launch of this new kit is being supported by Press advertising.

Press advertising for Tom Caxton is to be used across the whole year, as in 1978, acknowledging that home brewing is no longer a seasonal market. However, there is still some tendency for sales

*Continued on p841*

# FANCY AN EXTRA £200 A WEEK PROFIT?..



100% annual growth since 1974! What other market beats that for potential profit?

An estimated 1 in 10 people now make wine or beer at home. So £700 a week turnover in HOMEBREW isn't difficult to achieve. That's up to £200 a week profit. Post the coupon for details



**SOUTHAMPTON HOMEBREWS LTD**  
Brewmaker House, 12 Rochester Street,  
Northam, SOUTHAMPTON, HANTS  
Tel. Southampton 36044/5/6

Name \_\_\_\_\_

Address \_\_\_\_\_

## EDME SUPERBREW

PALE ALE • LAGER • BITTER • STOUT • BARLEY WINE

The complete home brewing kit.

No need to add sugar.

These 4 lb. kits contain ALL that you need to make first class beer. Edme have even incorporated the necessary amount of proper brewing sugar with malt and hops for the type of beer to be brewed and concentrated them to a complete kit. You simply open the can, dissolve the contents in water, add the yeast provided under the cap, and ferment.

Also available are the well-known Edme malt extracts and hopped concentrates for home brewing. These are: Edme D.M.S. and Superflavex (S.F.X.) unhopped malt extracts.—Edme ready hopped concentrated worts for Pale Ale, Bitter, Lager, Barley Wine and Stout. Simple instructions on the tin.

THE CHOICE OF THE FIRST CLASS BREWER

EDME LTD. Mistley, Manningtree, Essex. Tel: 0206 39 2232

## Profit from CW Expertise!

CWE is one of Europe's leading manufacturers of home wine making ingredients. Our knowledge of wine making is as extensive as our product list — which has everything you need for a profitable wine making department. In the booming home wine market it pays to stock CWE — the name your customers know and trust.



Trade Sales Department  
**Continental Wine Experts Limited**  
The Winery Cawston  
Norwich NR10 4BQ

*CWE—simply the best in home wine*

# home

## WHAT NEEDS TO BE KNOWN ABOUT QUICKIES

THE **Vina**

LEADING  
HOME BREWING  
WHOLESALE  
TO THE PHARMACIST

## FAIR DEAL

IT OFFERS YOU THE BEST OF BOTH WORLDS, EVERY TIME  
YOU PLACE AN ORDER, THROUGHOUT THE WHOLE YEAR

for THE LARGER  
BUYER

**5% OFF**

THE TOTAL VALUE OF THE INVOICE WHEN YOU  
ORDER OVER £300 OF GOODS FROM OUR  
LIST—WITH OUR WIDE RANGE OF PRODUCTS  
THAT SHOULD BE EASY but if it isn't—try below)

for THE SMALLER  
BUYER

**2½% OFF**

AND OF 14 LEADING BRANDS WHEN YOU  
ORDER ONLY £30 OF SUCH BRANDS—MADE UP  
AS YOU REQUIRE FROM SINGLE CANS TO FULL  
CASES THE CHOICE IS YOURS

DON'T  
FORGET

**2%**

FURTHER DISCOUNT ALLOWED FOR CASH WITH ORDER

SEND FOR OUR NEW JUNE 1979 LIST TODAY AND  
COMPARE OUR TRUE (NET) PRICES



VINA (Home Winemaking Supplies) Ltd.,  
49, Marsh Lane, Bootle, Liverpool L20 4SZ  
Tel: 051-933 6494



Some manufacturers of "quickie" ingredients claim they attract newcomers to home winemaking because the process is relatively simple and produces reasonable results. Since the first "instant" packs were introduced the choice has grown considerably. The first British-made kits depended, to a considerable extent, on sugar syrup to provide a wine must. Continental Wine Experts' Cellar 14, introduced nearly two years ago, is claimed to be the first all-grape fast-fermenting pack.

"There was nothing new about fast-fermenting wines", says CWE's chief chemist, Mr Richard Danby. "We could have introduced a grape juice compound which fermented out in hours, rather than days, several years before we announced Cellar 14. But we recognised that even using grape juice, rather than a high proportion of sugar syrup, any wine made in 14 or 21 days will have a character different from one which has been matured over a period of some months at least."

Cellar 14, says Mr Danby, makes a palatable, light table wine. For more body, other grape juice compounds are essential together with longer maturing. The different characteristics of the two types of home wine has led, in CWE's opinion, to confusion.

"There is little doubt that many people start making wine at home because they have been told that it is possible to make a wine yourself which compares with the commercially made product", says Mr Danby. "This is perfectly true, but it cannot always be achieved using fast-fermenting wine ingredients. Consequently, if a first time home winemaker makes a gallon of Cellar 14, or one of the other 'instant' products available, and compares it with, say, a full-bodied Spanish red, some disappointment is inevitable. The danger is that all home wine will be judged by what can be made with a 'quickie kit'.

CWE believe that if quickie wine ingredients are to make a long term contribution to the growth of the home wine market, consumer education is vital. In this respect, the independent retailers are in a particularly strong position. They can offer information on the products. The building of a rapport between supplier and consumer can be of considerable benefit to both parties. If the intention is to make a wine directly comparable with a commercially produced product, the winemaker would be advised to use traditional ingredient packs and exercise patience while his or her wine matures over a period of time, CWE have several varieties available.

remaining in an opened barrel acts as a preservative sealing the beer from contamination and maintaining its quality for several months.

The Sparklets leaflet also offers advice on the use of barrels. It is pointed out that once filled, a barrel should not be moved around since the sediment would be disturbed and it should be kept in a cool place. There is also a warning about drinking barrel beer too early. Ideally beers should be left for two or three weeks in the barrel to clear completely.

The company also warns that just because the first one or two pints drawn from a full barrel are cloudy, this does not mean the whole barrel will be. This initial cloudiness can be due to yeast sediment trapped in the tap, and to clear it the tap should be opened fully.

## Increasing prices

Although equipment for home brewing is generally considered to be moderately inexpensive, Southampton Homebrews warn that with the rapidly increasing price of plastics, in some cases the price of naphtha and raw plastic granules have gone up by 40 per cent, the prices of plastic equipment and items packed in plastic will inevitably increase.

The company has already been forced to increase the prices of its five gallon barrels and fermentation bins by 20 per cent, and there is also the possibility of a further 10 to 15 per cent increase in the next few months.

Despite these problems, Southampton Homebrews still expect the market to continue its growth, and as wholesalers, distributors as well as producers of beer and wine making concentrates are expecting their "busiest year yet".

The company has expanded from a small retail outlet in Southampton into what is claimed to be perhaps the largest home brew supplier in Britain in eight years. Mr C. Saunders, managing director, attributes the company's success to being able to provide the right product at the right price, with a quick delivery service. Despatch is assisted by the use of a fully computerised stock and order system.

The current product range includes over 600 lines with continual up-date and introduction of new products. The company attitude is said to be "if its worth stocking—we stock it".

Of particular assistance to the first time stockist, Southampton Home Brews offer introductory packages, providing photographs of how a home brew section might appear, the products included, the cost, the profit, and the linear footage required for display. The company says this approach "takes away the uncertainty of how much to stock of what."

Average sales are four dozen packs per

## Chemists 'so suitable'

*Continued from page 839*

peaks to occur mid-summer and in the Christmas period.

As before advertising is concentrated in specialised magazines to reach established home brewers, and in the national Press to introduce newcomers to home brewing as well as emphasise Tom Caxton products.

Roy Mantle, Tom Caxton senior product manager, says that talks, exhibitions, demonstrations and sports sponsorship are being used in 1979 to highlight the benefits of home brewing and to achieve awareness of the Tom Caxton name.

Tom Caxton believe the approach to the sale of home brew kits must be to offer a complete consumer service, offering guidance and reassurance.

It is this aspect that makes the chemist outlet so suitable for home brew selling operations. A pharmacist already has an appropriate basis of knowledge on to which additional home brew expertise can be grafted. Usually it only requires the acquisition of some practical knowledge and reading to be able to answer customer problems. Although comprehensive instructions are included in most kits, as in other cases, there is sometimes a tendency for the instructions to be read after brewing has begun, with predictable results.

Uncleanliness appears to be the main

stumbling block in home brewing, and Sparklets have put that particular point at the top of their home brewing leaflet. The home brew stockist must always ensure a good supply of camden tablets or other sterilising compounds and ensure that customers fully understand the instructions for their use. It is also probably the right moment to remind customers that once the yeast has been added, no metal containers or implements must be used except those manufactured of stainless steel.

In addition to producing 40 pint kits for lager and bitter, Sparklets now offer a complete range of home brew equipment designed with both the beginner and the established brewer in mind. The range includes a fermenter as well as a pressure barrel with carbon dioxide injection, by the use of an automatic or system injector. A home brew tap is also available which performs a similar job to that of the automatic injector and additionally dispenses the beer from the top of the pressure barrel.

Sparklets consider that use of a barrel is based on sound common sense. They say it is easier, quicker and safer to fill a barrel than conventional bottling, and there is no risk of disturbing the sediment when serving the beer. The use of a carbon dioxide system to blanket beer

*Continued on p842*



## Chemists' share

*Continued from p841*

month in a normal type of outlet, according to The White House Pharmacy, manufacturers of the Pennywise range. The company estimates that 90 per cent of its stockists are pharmacies, the remainder being specialist home brew shops.

The Pennywise range, which includes five varieties: bitter, lager, mild, brown ale and stout is claimed to be one of the lowest price 40 pint packs on the market, retailing at £1.50 per pack. The bitter packs account for 50 per cent of total sales, lager about 25 per cent, with the remaining three varieties accounting for the final 25 per cent.

Pennywise advertising will be on a local basis for 1979, with spots on commercial radio and a Press campaign in evening papers during the pre-Christmas sales peak from October to November.

### Difference of opinion

Although most manufacturers appear to consider pharmacies as forming a major outlet for their products there is no general consensus of opinion. Mr R. B. Pritchard, joint managing director (sales) at Edme, considers the chemists' share of the home brewing market to be "very small". Mr Pritchard says, "We have a well established network of wholesalers who supply the specialist shops in home brewing and wine making and we also supply to Boots of Nottingham who feature our goods in most of their stores."

"We estimate that we supply about 40 per cent of the market, not necessarily, or by any means, by our own brand kits, but by way of being malt extract manufacturers we do supply the basic malt extracts to several kit manufacturers.

"It would appear that the retail value of home beer kits is something over £7 million and that it is somewhat static at the moment."

Mr Pritchard also comments that there do not appear to have been any particularly different product launches.

Another supplier of malt extracts is Munton & Fison with their Muntona range of grain malt and liquid and dried malt and liquid and dried malt extracts. Muntona products were used by the joint winners of the title of "Master Brewer" for 1979 at the recent annual conference and exhibition at Brighton of the National Association of Wine and Beer-makers.

The trend towards the introduction of more of the so-called "quickie" wines

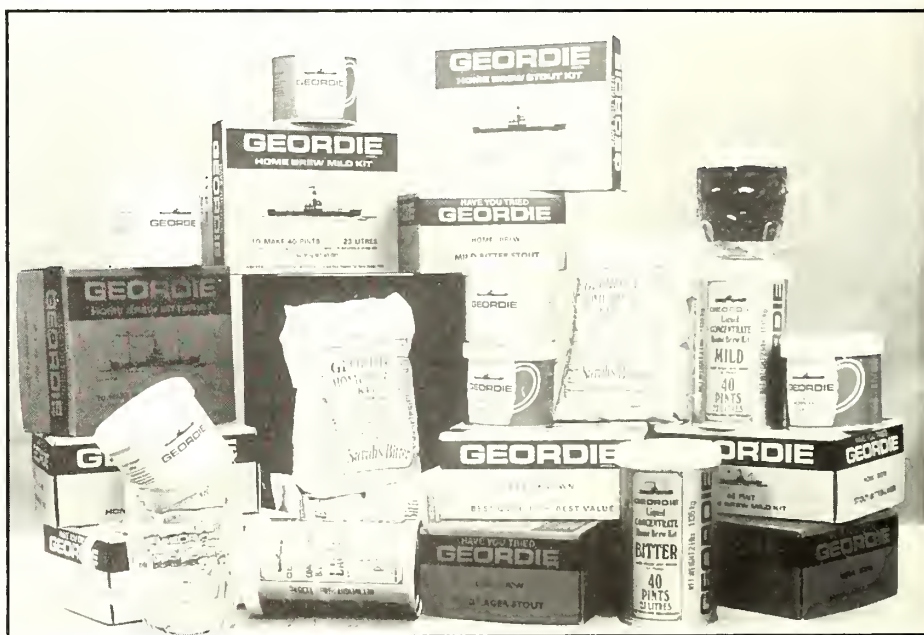
has continued. One of the most recent products to come on to the market is the Special Blend range of concentrates launched by Unican Foods. The concentrates will make six bottles of full strength Chablis, Liebfraumilch, Riesling Sauternes, or sweet red wine in three to five weeks. Each pack contains all the ingredients except sugar and water.

Unican was acquired in December 1978 by Robertson Foods, the preserves manufacturers, for £1.6m and plans are now being drawn up for expansion of the business, which will be backed up by national advertising campaigns.

In 1978, Southern Vinyards introduced

a fermented gin substitute called Ginora. In July, the company is launching a second product Whiskora, once again a fermented product, this time as a substitute for whisky.

Mr I. N. Instone, managing director of Southern Vinyards, estimates that around 25 per cent of the retailers with whom the company deals are now chemists. Company advertising is directed at new customers directly who are then encouraged to obtain further materials from a list of stockists supplied by Southern Vinyards. The company has been operating this method with some success for a number of years.



## Profile of a consumer

A new survey from Viking Brews Ltd suggests that 39 per cent of High Street customers purchase home brew kits regularly at least every six to twelve weeks. The research commissioned by Mr Bill Brewin, Viking's marketing director reveals that 25 per cent of the sample group regularly buy kits at least once a month or more often.

Whilst mid-summer and Christmas remain high selling periods 50 per cent of the sample group brewed from kits purchased at all times of the year without fluctuation, choosing the kit whose particular flavour they preferred.

It is important to recognise the profile of today's home brewer. "Bitter was by far the most popular kit with 58 per cent of the sample, followed by lager at 27 per cent. Other kits are much less important on the whole except as secondary brews where mild, light ale, stout and brown feature", says Mr Brewin.

Viking Brews have recently repackaged its 40 pint Geordie dry kit range, which makes a full bodied beer brewed from hops and malted barley at a cost

of around 6p a pint including sugar. For newcomers to the hobby, Geordie make a first step kit which produces 16 pints of bitter or lager from a liquid concentrate. Twenty-five per cent of first time kit purchasers told the research team they became interested after tasting the homebrew of a friend who was an enthusiast. So they are likely to ask for the dry kit they first tasted", comment Viking.

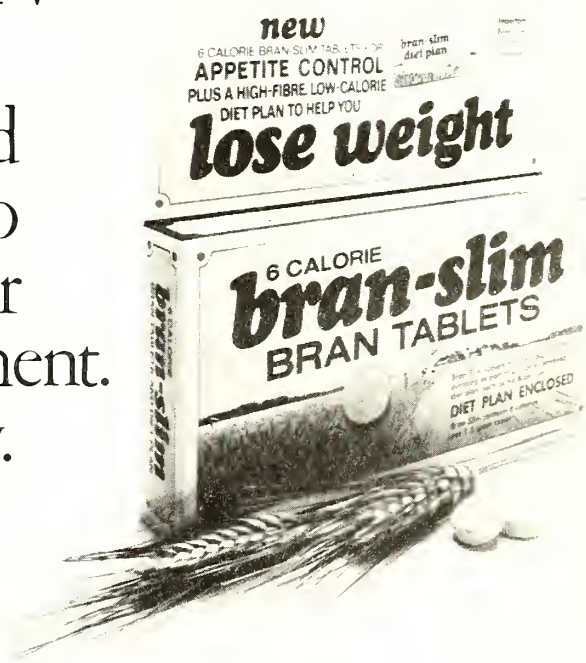
Viking Brews Ltd have added a new ginger beer liquid concentrate to the Geordie range. The 15oz pack will make 16 pints of ginger beer. Viking say no additional ingredients are needed (except water) while fermenting but a small amount of sugar is needed to form the carbon dioxide in the bottles. It is added at the rate of half a teaspoonful per pint. The label is a bright colourful yellow hoped to catch the eye of children and teenagers. The ginger beer could also be used as a shandy mix for commercial beers and home brew, as well as being a change for additives to spirits, says the company.



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## Boots' sales exceed £1,000 million

Sales by Boots Co London in the year ended March 31 rose by 19.1 per cent over the previous year to reach £1,053 million. Trading profit rose from £102.9m to £109.8m giving a pre-tax profit of £113m (£107m). Taxation takes £35.6m (£33.3m). The proposed final dividend is 3.5p making a total per share of 6.0p for the year (3.0252p previously).

UK retail sales, excluding VAT, increased by 15½ per cent of which about 5½ per cent represented volume growth. The levels of sales in the last quarter were severely hit by the weather and the transport strike, and many lost sales were not regained later. As a result the out-turn of trading was disappointing and the satisfactory results expected were not achieved, state the directors. The group's capital investment programme is being maintained in order further to develop their retail and industrial operations at home and overseas.

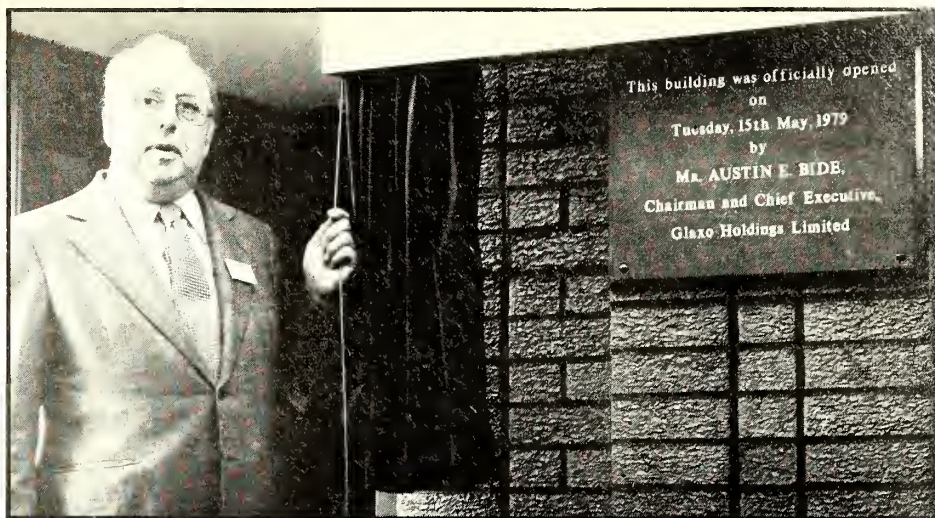
## Clinical trials for Fisons chromone

Fisons Ltd have an oral chromone—for the treatment of allergies—in clinical trials, and have developed to field trials stage their insecticide Ficam (bendiocarb) for use against a variety of agricultural pests, group chairman Sir George Burton told the annual meeting on May 22.

Sir George emphasised the company spent nearly £13m on research and development in 1978. "Past research has, and is, undoubtedly paying off well", he said. However, entire dependence on the innovation of new product introduction for growth would be hazardous. Profits from the group's non-research intensive activities—agricultural fertilisers, horticulture and scientific equipment—totalled £12m in 1978, about 45 per cent of group profits. Looking at the prospects for 1979, Sir George warned that the six-monthly figures would be substantially down over the same period in 1978. He explained that trading results in total had been badly hit by the lorry drivers' strike in January, the terrible weather in February and March, and by a prolonged dock strike at Immingham, the site of the principal fertiliser works. "Nevertheless, the board is confident that the second half of the year will show recovery", he concluded.

## Beecham pretax up

Beecham Group Ltd's second half of the year profits at £67.9m were down from £70.4m in the same period of the previous year. Despite that, profit before tax, for the year ended March 31 rose to £144m from £139.4m. After tax the profit was £81.6m (£82.9m) of which, allowing



One of three new warehouses to be brought into use this year by Vestric Ltd was officially opened at Crocus Street, Nottingham by Mr A. E. Bide, chairman and chief executive of Glaxo Holdings Ltd. On May 15, a feature of the new Nottingham warehouse—which replaces the former premises in Triumph Road—is a narrow aisle racking system in the bulk storage area which gives greatly increased storage facilities per square foot

for an extraordinary item of £0.7m, £80.4m (£82.5m) was attributable to the parent company.

The directors state that movements in exchange rates in the year have had the effect of reducing overseas subsidiary company sales and profit before taxation for 1978-79 by £43m and £6.3m respectively.

The trading results for 1978-79 include the results for seven months of the Scott & Bowne consumer products business and the results for twelve months of the veterinary and animal health business acquired from Rohm & Haas. These acquisitions increased sales by £13.1m but reduced profit after financing costs by about £0.8m.

A final net dividend of 11.5575p is recommended making a total for the year of 21.1375p, a three-for-one scrip issue is also proposed.

## Demand maintained

After a year in which profits improved by over 18 per cent to £12.1m, Laporte Industries' chairman, Mr R. M. Ringwald, says the overall level of demand has been maintained in the first three months of 1979.

He points out, however that in the UK it has become harder to make the profits necessary for future investment. "A company cannot continue a heavy investment programme for the future without confidence in the markets which it develops and ultimately serves and that confidence must be mutual."

## ICI profits down

Group sales of Imperial Chemical Industries Ltd in the first quarter of the year were £1.185m (1978 £1.060m). The value of sales in the UK increased by £46m to £472m and in overseas markets by £79m to £713m. The f.o.b. value of exports from the UK was £238m (1978 £207m).

Sales in the first quarter at £1.185m were slightly lower than achieved in the

fourth quarter of 1978 (£1.192m). As a result of the road haulage dispute in the UK during the early part of the year sales approaching £100m were lost and, of these, only about half was recovered. Total sales value was maintained at nearly the previous quarter's level due to selling price increases needed to recover increases in feedstock costs.

Profits in the first quarter were reduced by about £20m as a result of the road haulage dispute, the repercussions of which are still being felt, the directors state.

## Unichem confident

At Unichem's annual meeting last week, chairman Mr Michael Frith who is now in his last year of office, reaffirmed the Society's confidence in the future of the independent pharmacist. He said that during his chairmanship he had witnessed the birth of many significant developments, including the introduction of WOLF and PROSPER. He had seen shareholding membership strengthen and grow to 4,000 members, and had seen turnover edge close in 1978 to £100 million, a figure which would be handsomely exceeded in 1979.

Mr Frith said Unichem would do their utmost to ensure that members were supported with the highest possible level of management and marketing expertise. They were determined to maintain the high standard of personal day-to-day service on which the Society had built a reputation. "However, we cannot afford to be complacent, and I emphasise that the full co-operation of each member is needed if independent pharmacy is to continue its vital role in Britain's health service."

## Croda sales up £2m

Group profits of Croda International Ltd for 1978, before tax, amounted to £15.12m against £13.03m. External sales amounted to £234.13m (against £226.57m).



# APPOINTMENTS

**John Hamilton (Pharmaceuticals) Ltd:** Mr Stewart MacPherson MPS has been appointed general manager. Mr MacPherson is a graduate of Heriot-Watt University, Edinburgh, and has worked in pharmaceutical distribution since 1973. Previously employed by Vestric Ltd, he has worked in their Gateshead and Sheffield branches and was lately manager of their T. & H. Smith branch in Glasgow.

**Health & Diet Food Co:** Mr Brian P. Jones has been appointed to the boards of Health & Diet Food Co, Food Supplement Co and Digipark Ltd, and will assume responsibility for financial matters. Mrs M. C. Blackmore has been appointed secretary to these three companies.

**Wilkinson Sword Ltd:** Ms Angela Green

has been appointed senior product manager of Foster Grant, Camargue and Charles Jourdan sunglasses.

**Johnson & Johnson Ltd:** Harry Wale has been appointed a director and general manager of Johnson & Johnson consumer products division. Mr Wale joined the company eleven years ago. In 1978 he was given total responsibility for overall marketing planning for all of the consumer division business.

## Business briefly

**Vale of Leven District General Hospital,** Alexandria, Dunbartons, Scotland, has the wrong telephone number in the *Chemist & Druggist Directory 1979*, p255. The correct number is 0389-54121.

**Holman Ham & Co,** 35 Fore Street, Brixham, Devon, TQ5 8AA (a branch of Cross & Herbert (Devon) Ltd), closed down on May 31.

**Bowater-Scott Corporation Ltd** is moving its head office to Bowater-Scott

House, East Grinstead, West Sussex, RH19 1UR (telephone: 0342 27191) on June 4.

**D. N. Thonger (P. Wainwright)** has moved to 49a Main Street, Burton Joyce, Nottingham.

**Granville Kirkup Ltd,** camera repairers, have moved their head office and midland service centre to Anchor House, Anchor Road, Aldridge, Walsall, West Midlands WS9 8PW.

The pharmaceutical division of **Degussa**, Frankfurt am Main, West Germany, has concluded a license agreement for the production of their Homburg preparations in Egypt with Kahira of Cairo.

**Unilever** group of companies are bidding \$66m (£32m) for Lawry's Foods Inc of California.

Because of the "tightened" requirements being made for new drugs which have caused the costs of research and development to rise **ACF Holding Nv**, Amsterdam, have decided to adopt a more selective policy and are to concentrate in the future on projects they think are most promising. Giving that information in the annual report the directors add that in 1978 research and development took 36 per cent of operating income against 33 per cent in 1977.

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## COMING EVENTS

**Wednesday, June 6**

**BIRA Pharmaceutical Society,** 1 Lambeth High Street, London SE1 7JN, at 10 am. Theme "Pharmaceutical product development".

**Symposium on Product Liability,** June 6, at Royal Society of Medicine, 1 Wimpole Street, London W1M 8AE. Applications to Mrs F. M. Paxton, Medico-Pharmaceutical Forum, 1 Wimpole Street, London W1M 8AE.

**Thursday, June 7**

**West Metropolitan Branch, Pharmaceutical Society.** Visit to the metropolitan police forensic science laboratory, 109 Lambeth Road, London SE1, at 7 pm.

**Friday, June 8**

**Society of Chemical Industry, London Section,** June 8, at Worshipful Company of Giezers and Painters of Glass, 2 London Bridge, London SE1, at 6.30 p.m. Dr B. W. Cromie (chairman, pharmaceutical & agricultural division, Hoechst) on "Will medicines survive?". Free Tickets from SCI membership secretary.

## Advance information

**Microforum Europe 79,** June 26-29, Wembley Conference Centre. Organised by the Barriers Equipment Trade Association.

**Sixth World Congress of Acupuncture,** June 14 Belgrave Square, London SW1.

17-22, International Centre of Paris, Palais de Congrès, Place de la Porte Maillot, Paris 75017. Further details from Pierre Bidault de Villiers, Service Presse "Mondial", 3 rue de la Grande Truanderie, Paris 75001, France.

**Sixth Annual Conference, Association of Information Officers in the Pharmaceutical**

**Industry,** July 3-5, University of Leicester. Full programme and application forms to be sent to AIOPI members at beginning June. Inquiries to conference organisers, Peter Steele (01 729 1515) and Ann Phelps (0509 66361).

**Conference on trading overseas,** June 7, Waldorf Hotel, Aldwych, London WC2. "How to use foreign currencies to become more profitable and competitive without incurring exchange risks". **Conference on settling up business in Ireland**, June 19, Royal Horseguards Hotel, Whitehall Court, London SW1. Both organised by the Certified Accountants Educational Trust, 9 Museum House, Museum Street, London WC1.

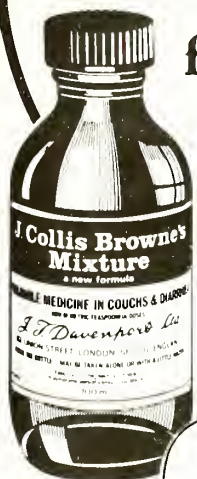


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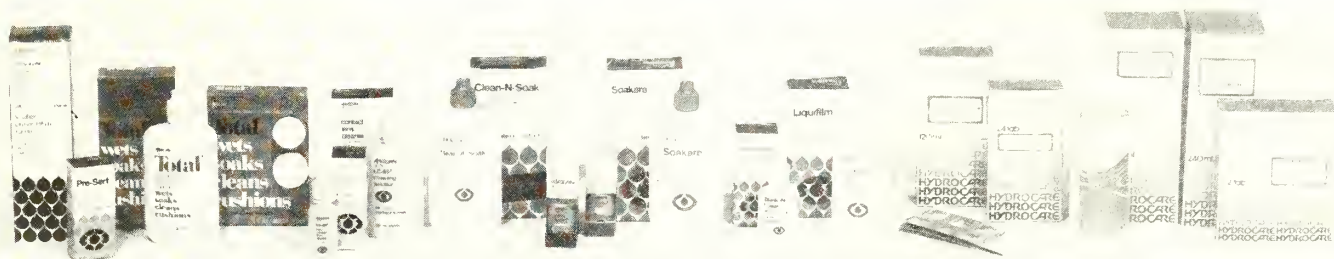
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# MARKET NEWS

## Most vitamins down

London, May 30: Most imported vitamins of Swiss manufacture were reduced by about 4 per cent during the week. As mentioned in last week's report the change was expected because of the recent steadiness in the value of sterling against the Swiss franc. Imports of vitamins from other European sources and from China are unchanged but remain competitively priced. Certain imported antibiotics are firmer.

Spanish essential oils are becoming dearer as supplies get short. Because China cannot offer patchouli oil at the moment, Indonesian oil has risen sharply to £13.50 kg from £9.65, cif, with spot sellers at the same level. Brazilian peppermint fell 20p kg for shipment. Trading in the essential oil sector as elsewhere was dull; the tone being amplified no doubt by the inclusion of another bank holiday.

Menthol from both Brazil and China was slightly easier. Botanicals were generally steady at previous levels.

## Pharmaceutical chemicals

**Ascorbic acid:** (Per kg) from £5.94 for British material in 25-kg lots down to £4.95 for imported in 1-ton lots.

**Aspirin:** 10-ton lots £1.50 kg; imported £1.12.

**Biotin:** Crystals £7.15 per g; £5.90 in 5-g lots.

**Celestine:** BP £653 per 1,000-kg delivered.

**Calcium ascorbate:** £7.28 kg in 5-kg pack.  
**Calcium carbonate:** BP light £145 metric ton.  
**Calcium chloride:** BP anhydrous 96/98% £0.93 kg in 50-kg lots of powder granular £0.73; hexahydrate crystals BP 1968 £0.68.  
**Calcium gluconate:** £1,800 per metric ton.  
**Calcium lactate:** 100 kg lots £1.55.  
**Calcium pantothenate:** £8.31 kg in 25-kg lots.  
**Carotene:** Suspension 10% £33.43; £31.43 in 5-kg lots; 20% £43.43 and £41.43; Crystalline £178.57 kg in 250-g packs.  
**Chloramphenicol:** BP73 £22.50 kg in 500-kg lots.  
**Cyanocobalamin:** (Per g) £4.17; £2.30 in 100-g lots.  
**Dexpantenol:** (Per kg) £11.04 in 5-kg lots.  
**Dextromethorphan:** £164.86 kg.  
**Dihydrocodeine bitartrate:** £535 kg in 20-kg lots: Subject to Misuse of Drugs Regulations.  
**Ephedrine:** (Per kg) £15 in 500-kg lots; hydrochloride sulphate £18 in 50-kg.  
**Ferric ammonium citrate:** Brown BP £1.45 kg in 250-kg.  
**Ferrous carbonate:** BPC 1959 saccharated £1.20 kg (50-kg lots).  
**Ferric citrate:** £3 kg in 250-kg lots.  
**Ferrous fumarate:** BP £1.30 kg in 50-kg lots.  
**Ferrous gluconate:** £2.060 per metric ton.  
**Ferrous succinate:** BP £5 kg in 50-kg lots.  
**Ferrous sulphate:** BP/EP small crystals £560 metric ton; dried £560 metric ton.  
**Folic acid:** £57.72 kg; £57 kg for 100-kg lots.  
**Isoniazid:** BP 1973 £4.20 kg in 300-kg lots.  
**Nicotinamide:** £4.56 kg in 50-kg lots.  
**Nicotinic acid:** £4.51 kg; in 50-kg lots.  
**Phthalylsulphathiazole:** 50-kg lots £7.65 kg.  
**Pyridoxine:** £27.72; £25.72 kg for 20-kg lots.  
**Riboflavin:** (Per kg) £31.43 in 10-kg packs, diphosphate sodium £78.57 in 5-kg.  
**Saccharin:** BP, £3.15-£3.50 kg as to grade for 1-ton lots of imported material.  
**Succinylsulphathiazole:** £10.30 kg in 250 kg lots.  
**Sulphacetamide sodium:** BP £7.25 kg for 50-kg.  
**Sulphadiazine:** BP 68, £5.60 kg in 250-kg lots.  
**Sulphadimidine:** £7.75 kg for imported in 1-ton lots.  
**Sulphaquinoxaline:** BVetC £10.27 kg; sodium salt £11.69 kg both in 500-kg lots.  
**Sulphamethizole:** £9.60 kg in 1,000 kg lots.  
**Sulphathiazole:** BP 1973, £7.30 kg in 1-ton lots.  
**Tetracycline:** Hydrochloride £17.50 kg; oxytetracycline £19.80 in 250-500-kg lots.  
**Theobromine:** Nominally £16.70 kg for 500-kg lots.  
**Thiamine:** Hydrochloride/mononitrate 1 kg £21.37; 5 kg £20.07; 25 kg £19.37. Imported £16.70 kg (500-kg).  
**Tocopherol:** DL alpha 1 kg £19.71; 5 kg £17.71.  
**Tocopheryl acetate:** D alpha, per kg, 1 kg £17, 5 kg £15.75, 20 kg £15; powder 1 kg £16.63, 5 kg £15.38, 25 kg £14.63 in 25-kg pack; 50% absorbate 1 kg £14.06; 5 kg £12.81; 25 kg to £12.06; 50% spraydried £14.72, £12.47; £11.72 respectively.  
**Vitamin A:** (Per kg) acetate powder type 325 1 kg £15.43; 5 kg £13.43; type 500, 1 kg £19.14; Palmitate oil 1 miu 1 kg £19; 5 kg £17; water-miscible type 100 £6.58 litre; £4.58 litre in

6-litre container.  
**Vitamin D2:** Type 850, £53.43 kg.  
**Vitamin E:** See tocopheryl acetate.

## Crude drugs

**Aloes:** Cape £1,080 ton spot; £1,060, cif, Curacao nominally £2,230, cif, no spot.  
**Camphor:** Natural powder £5.25 spot; £5.15 cif. Synthetic £1 spot; £0.90 cif.  
**Dandelion:** Spot £1,940 metric ton spot; £1,760, cif.  
**Ergot:** Portuguese £1.65 spot; no cif.  
**Gentian root:** £1,750 metric ton spot; £1,730, cif.  
**Ginger:** Cochinchina £650 metric ton spot shipment £450, cif. Other sources not quoted.  
**Liquorice root:** Chinese £540, metric ton spot £520, cif. Block juice £1.65-£1.90 kg spot.  
**Menthol:** (kg) Brazilian £7 spot; £6.80, cif, Chinese £6.10 in bind; £6, cif.  
**Pepper:** (metric ton) Sarawak black £1,000 spot, £1,700, cif, white £1,475 spot; £2,625, cif.  
**Seeds:** (metric ton, cif) **Anise:** China £815 for shipment. **Celery:** Indian £485. **Coriander:** Moroccan £195. **Cumin:** Indian £700; Iranian £1,000. **Fennel:** Indian £440. **Fenugreek:** Moroccan and Indian £235.  
**Turmeric:** Madras finger £650 metric ton spot, nominal; £460, cif.

## Essential oils

**Anise:** (kg) Spot £14.50 shipment £14, cif.  
**Almond:** Sweet in drum lots £1.35 kg duty paid, both nominal.  
**Cade:** Spanish £1.60 kg spot nominal.  
**Cedarwood:** Chinese £1.30 kg spot; £1.16, cif.  
**Citronella:** Ceylon spot; £3 kg; £2.75, cif. Chinese unavailable.  
**Clove:** Madagascar leaf, £2.65 kg spot; shipment £2.53, cif. Indonesian £2.40 spot; £2.25, cif. English-distilled bud £40.  
**Coriander:** Russian about £20.50 kg.  
**Eucalyptus:** Chinese £1.70 kg spot; £1.60, cif.  
**Origanum:** Spanish 70 per cent £19 kg.  
**Patchouli:** Indonesian £13.50 spot; and cif.  
**Palmarosa:** Spot £16.50 kg; £15.75, cif.  
**Peppermint:** (kg) Arvensis—Brazilian £4.90, spot and £4.55, cif. Chinese £3.60 spot; £3.35, cif.  
**Piperata:** American from £12 spot; £11, cif.  
**Petitgrain:** Paraguay spot £5.80 kg; shipment £5.80, cif.  
**Rosemary:** £7.50 kg spot.  
**Sassafras:** Brazilian £1.90 kg spot; £1.70, cif.  
**Spearmint:** American £9.95 kg, cif. Chinese £10 spot and cif.  
**Thyme:** Red 55% £16.20 kg spot.  
**Vetiver:** Java £20 kg, spot and cif.  

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

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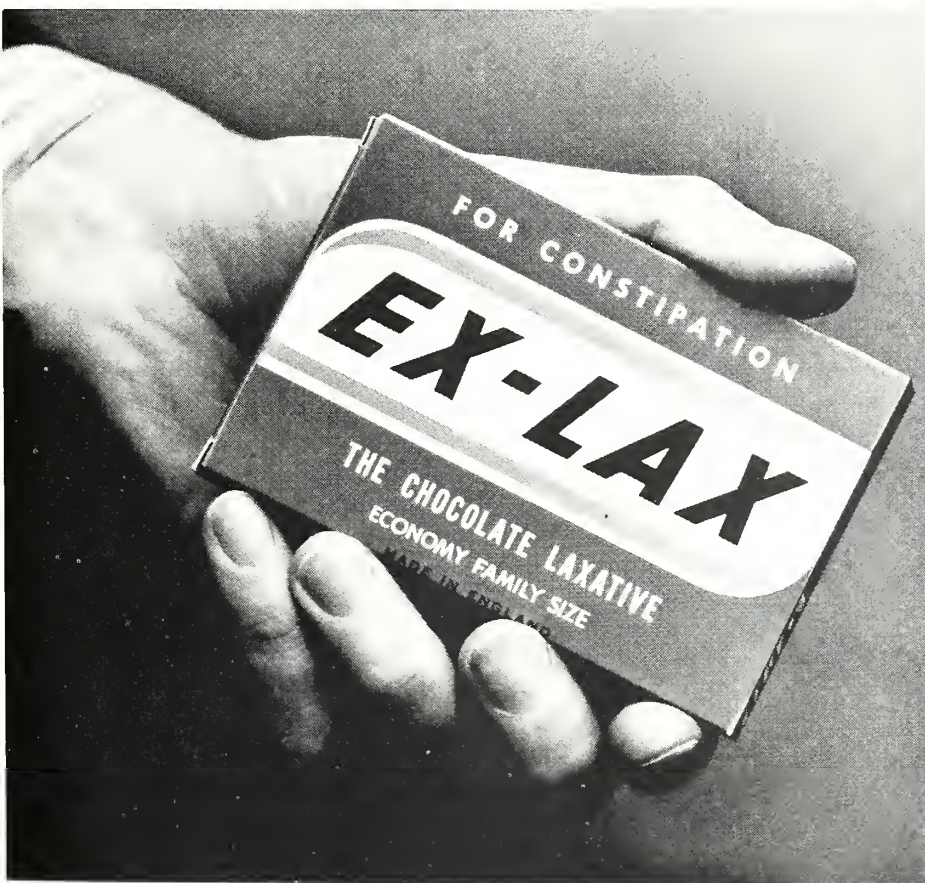
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